



Report on SMEs characterization to address an effective policy development

December 2021



This project has received funding from the European Union's Horizon 2020 Research and Innovation Programme under grant agreement No 893924.

DELIVERABLE 3.2	Report on SMEs characterization to address an effective policy development
Related Work Package	WP3
Deliverable Lead	KAPE
Author(s)	Anna Mazur, Marta Mazurkiewicz (KAPE) Carlos Herce, Claudia Toro, Chiara Martini, Enrico Biele (ENEA)
Contact	enrico.biele@enea.it
Revised and approved	Enrico Biele, ENEA
Grant Agreement/ Funding Body	893924/Horizon 2020 Research and Innovation Programme
Date of last update	17 th December 2021
Project website	www.leap4sme.eu

The content of this report reflects the views of the authors, who are responsible for the facts and accuracy of the information presented herein. The opinions expressed in this report are the author's own and do not reflect the views of the Agency or the European Commission.

Table of Contents

EXECUTIVE SUMMARY	3
INTRODUCTION	5
IDENTIFICATION OF RELEVANT STAKEHOLDERS AT COUNTRY LEVELS	5
PROJECT SURVEY	8
Objectives and targets of the survey	8
Structure and methodology	8
Survey for Organisations	9
Survey for Enterprises/SMEs	11
SECTION ORGANISATIONS: RESULTS AND COMMENTS	14
Overview of respondents	14
General overview of policies (Q1-Q2)	15
Energy audit barriers and needs (Q3-Q4)	18
Energy efficiency implementation measures in SMEs (Q5-Q6)	20
Policies for SMEs (Q7-Q10)	22
SECTION ENTERPRISES/SMES: RESULTS AND COMMENTS	28
Question “Which energy audit barriers are the most relevant for your company”?	28
Question “If no energy audit has been carried out, why”?	30
Question “What would increase the motivation of your enterprise to carry out an energy audit”?	31
Question “Which co-benefits in your opinion can reasonably emerge from energy efficiency implementation measures in SMEs”?	33
Question “How should a support programme for energy audits be in your opinion”?	35
CONCLUSIONS AND NEXT STEPS	36
APPENDIX A	38
APPENDIX B	46
APPENDIX C	55

Executive Summary

The deliverable “Report on SMEs characterization to address an effective policy development” is developed under task 3.2 “SMEs characterization through Stakeholders Engagement” and deals with two important project goals: identification of relevant stakeholders at Country levels (1) and preparation and launch of the Project Survey “Assessment of Energy Audits and Efficiency policy barriers and needs in SMEs” (2), where the stakeholders identified in (1) have been involved.

Through the Survey 231 opinions from a wide range of Organisations, experts and companies have been collected between the 10th of October and the 6th of December 2021. Its outcome and results are presented and analysed in the following paragraphs.

A substantial number of stakeholders responded to the initiative, providing an overview of the main barriers, needs and trigger points useful for all of the next project activities. From the Organisations survey, 148 answers have been received covering all countries of the LEAP4SME partner Agencies -Austria, Croatia, Greece, Italy, Malta, Poland, Portugal, Slovakia, United Kingdom- with a good balance between public (42%) and private answers (40%, associations and organizations). The general opinion is that both energy efficiency incentives and energy audit policies for SMEs are insufficiently adequate. The opinion on the status of energy efficiency incentives and (particularly) of energy audit policies for SMEs appears to be more negative from private than from public organizations. The opinion about policies for energy audits seems sensibly more negative at regional/local level than at national level. Overcoming the information barriers is also considered very important for public institutions and trade associations. The most important benefits and co-benefits of the energy efficiency implementation measures in SMEs appear to be the reduction of energy cost, the reduction of greenhouse gas emissions, the improvement of the efficiency of the production process, the reduction of maintenance and operation costs and the increase of technological competitiveness. Moreover, most of the 80% of the responses consider that the SMEs that are supported to develop an energy audit should implement at least one of the measures identified in the audit. However, more than a half of these answers consider that the implementation should be mandatory only when the company (or the auditor) has been financially supported.

From the SME survey, aimed to get insights from the companies in a qualitative (not statistical) manner, 83 answers have been received. Analysing the answers, we get that the lack of human resources is perceived to be as the main barrier for implementing energy audits in the SMEs. The financial issues are critical only to micro (1 to 9 employees) enterprises and the respondents are not fully aware of the importance of energy consumption as the relevant cost factor. Moreover, they consider that the lack of information about the support mechanisms very important and that it is relatively easy to find good energy



auditor/energy services. The SMEs that have not carried out energy audits consider that the main reasons were limited financial capacity, limited personnel resources and lack of support mechanisms or general lack of information on support schemes. The support schemes for energy audits should be simple in terms of access procedures and firstly adopted internally at the company rather than directly contracted to an energy auditor. Respondents also believe that a tax deduction for an energy audit and the obligation to implement at least one energy efficiency measure is an appropriate option to enhance energy audits among SMEs and the adoption of recommended measures.

The Survey(s) results in terms of answers can be considered highly satisfactory for the Consortium purposes. The survey(s) links will be kept active also beyond the completion of the present task to collect further opinions at Country levels and re-examine under WP4 the updated results.



Introduction

The deliverable “Report on SMEs characterization to address an effective policy development” is developed under task 3.2 “SMEs characterization through Stakeholders Engagement” and deals with two important project goals: identification of relevant stakeholders at Country levels (1) and preparation and launch of the Project Survey “Assessment of Energy Audits and Efficiency policy barriers and needs in SMEs” (2), where the stakeholders identified in (1) have been involved.

Through the Survey 231 opinions from a wide range of Organisations, experts and companies have been collected. Its outcome and results collected between the 10th of October and the 6th of December 2021 are presented and analysed in the following paragraphs.

The survey was structured in two different sections, one for Organisations and the other one for Enterprises (almost all of them were SMEs). The main aim of the initiative has been to collect opinions and relevant insights from Organisations, experts and enterprises on the current state of energy efficiency supporting policies, barriers for energy audits, trigger points to overcome those barriers, how to enhance other benefits coming from the energy audits and energy efficiency measures implementation.

Identification of relevant stakeholders at Country levels

Based on the outcomes of the LEAP4SME report “Guideline document on SMEs selection criteria and stakeholder engagement”, each partner Agency has been required to conduct an exercise of identification of stakeholders to be potentially involved for both the project survey and the other project activities. Each category of stakeholders had been previously identified in Task 3.1, together with their degree of influence on the project/interest in the project and possible areas of cooperation, according to table 1.



Types of stakeholders	Influence of/ Interest in the project	Public/ Private	Main area of Action	Possible area of cooperation
Ministry/ Government	High influence/High interest	Public	National	Support in developing Energy Audit policies.
National Energy Agency	High influence/High interest	Public/ private	National	Improving the implementation of Energy Audit policies. Collecting energy-related data in SMEs.
Other National Authority	Medium influence/High interest	Public	National	Improving the dialogue and interaction between different policies in SMEs. Collecting energy-related data in SMEs.
Industry/trade/ business association	Medium influence/High interest	Public/ private partnership	National/Regional	Providing a sectoral view on SMEs issues/barriers and needs. Assistance in establishing contact with SMEs. Collecting data on SMEs' approach to investments.
Energy efficiency association	Medium influence/High interest	Public and/or private	National/Regional	Providing a sectoral view on SMEs issues/barriers and needs. Collecting energy-related data in SMEs.
Environmental association	Medium influence/Medium interest	Public and/or private	National/Regional	Providing a sectoral view on environmental topics of relevance for SMEs. Collecting energy-related data in SMEs.
Consultancy	Low influence/Low interest	Private	Regional	Assistance in establishing contact with SMEs. Insights on the difficulties in reaching SMEs.
University/ research center	Low influence/Medium interest	Public/ private	National	Collecting data on innovative solutions for improving energy efficiency.
Financing institutions	Low influence/Medium interest	Private	National	Collecting data on SMEs' approach to investments.
Regional/local Energy Agency	Medium influence/Medium interest	Public and/or Private	Regional	Collecting energy-related data in SMEs. Collecting needs and barriers on the implementation of local energy audit programmes.
Utility/ESCO	Low influence/Medium interest	Private	Regional/ National	Collecting energy-related data in SMEs. Collecting insights on the difficulties in performing energy audits in SMEs.
NGO	Low influence/Medium interest	Other	National	Bottom-up support for SMEs, actions to promote good behavior.

Table 1: stakeholders categorisation



On these basis, partner Agencies have been required to fill a template (see Figure 1) with a list of National potential stakeholders according to the following categories: Agencies responsible for energy efficiency policies, local and regional energy agencies; business associations, corporations, energy service companies, finance institutions, suppliers of energy-efficient technology and equipment, and energy auditors. The template had two main purposes: the first one was to keep a record of full details of each stakeholder (not to be shared, but to be internally used at the right time of the stakeholder involvement). The second one was to get the task leader with a detailed overview of the kind of stakeholders which could realistically be involved in the survey and in the next project activities. The fields to fill were: name, email, phone number, office, role of the person, kind of activities to be proposed. The last three (circled in blue in figure) were for Consortium use, the first three (circled in orange) for internal use of the Agency and not to be shared in order to accomplish to privacy rules and good practices.


				
Country				
Types of stakeholders	Influence of/ Interest in the project	Contact 1	Contact 2	Contact 3
National Energy Agency	High influence/High interest	Name	Name	Name
		E-mail	E-mail	E-mail
		Phone number	Phone number	Phone number
		Office	Office	Office
		Role of the contact person in the organisation	Role of the contact person in the organisation	Role of the contact person in the organisation
		Interest in (observatories, training, events)	Interest in (observatories, training, events)	Interest in (observatories, training, events)
Other National Authority or Regional/local Authority, Regional Offices, Municipalities	Medium influence/High interest	Name	Name	Name
		E-mail	E-mail	E-mail
		Phone number	Phone number	Phone number
		Office	Office	Office
		Role of the contact person in the organisation	Role of the contact person in the organisation	Role of the contact person in the organisation
		Interest in (observatories, training, events)	Interest in (observatories, training, events)	Interest in (observatories, training, events)
Industry/trade/ business association	Medium influence/High interest	Name	Name	Name
		E-mail	E-mail	E-mail
		Phone number	Phone number	Phone number
		Office	Office	Office
		Role of the contact person in the organisation	Role of the contact person in the organisation	Role of the contact person in the organisation
		Interest in (observatories, training, events)	Interest in (observatories, training, events)	Interest in (observatories, training, events)

Figure 1: snapshot of the project spreadsheet to organise stakeholders data



Project Survey

Objectives and targets of the survey

The survey has been structured into two separate sections - called also *Survey(s)* in the following paragraphs -: the first focuses on organisations, from national agencies and business associations, to ministries, NGOs and industrial associations. The second reaches out to SMEs to learn more about the individual barriers facing European businesses to get access to energy audits and to support in becoming more energy efficient.

The survey(s) had several objectives:

- To examine the point of view of organizations (national agencies and business associations, ministries, NGOs and industrial associations) and companies on policy barriers and needs in SMEs
- To identify the most relevant energy audits needs for SMEs
- To understand how to increase the implementation of the recommended energy efficiency measures for SMEs
- To define more effective tailored policy schemes for SMEs

Structure and methodology

The surveys have been shared among the stakeholders of the 9 partner Agencies countries through the EUSurvey platform (<https://ec.europa.eu/eusurvey/home/about>). EUSurvey is an online survey management system for creating and publishing forms available to the public, e.g. user satisfaction surveys and public consultations. EUSurvey is also the European Commission's official survey management tool.

The first section aimed at organizations, national / regional / local agencies, business associations, ministers and local authorities, NGOs and industrial associations was made available at the following link: https://ec.europa.eu/eusurvey/runner/LEAP4SME_Survey_Organizations. The second section aimed at SMEs was made available at this link: https://ec.europa.eu/eusurvey/runner/LEAP4SME_Survey_SMEs.

The surveys were compiled by the stakeholders in a non-anonymous form and therefore they can be considered as short focused interviews. The layout of the two sections is reported in Appendix A and B. The results, presented in the following paragraphs, have been collected in the period 10th October 2021 - 6th December 2021.



Survey for Organisations

The first two questions of the survey “Organisations” were intended to understand the level of support, at the partners’ Agencies levels, to energy efficiency and energy audits for SMEs. The choice ranged from “Not Adequate” to “Complete Adequate” in a scale 1 to 5.

Questions 3 and 4 dealt respectively with energy audit barriers to SMEs (ten barriers, five possible options per barrier) and with needs/trigger points which could lead to a wider implementation of energy audits and energy efficiency measures.

Which energy audit barriers are the most relevant for SMEs?					
	No relevance	Low relevance	Average relevance	High relevance	Extremely high relevance
3.1 SMEs limited financial capacity	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3.2 SMEs limited personnel resources	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3.3 SMEs limited know-how	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3.4 The lack of a role for responsibility of energy issues manager in SMEs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3.5 SMEs do not consider energy consumption as a relevant cost factor	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3.6 SMEs do not consider energy efficiency as economically feasible	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3.7 SMEs do not want to modernize a running system	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3.8 Lack of support mechanisms	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3.9 General lack of information about support mechanisms	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3.10 Lack of financial and human resources to manage the support mechanism	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

According to your Organisation experience, which energy audit needs are the most relevant for SMEs?					
	No relevance	Low relevance	Average relevance	High relevance	Extremely high relevance
4.1 Incentives	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
4.2 Qualified auditors	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
4.3 Training	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
4.4 Information (website, brochures, apps)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
4.5 Support (dedicated phone numbers, emails, chat with an expert)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Figure 2: Survey “Organisations”, questions 3 and 4

Question 5 was entirely dedicated to non-energy benefits, with twelve options: Increasing product quality, Increasing technological competitiveness, Implementation of innovative solutions, Improving the company's image, Reducing energy costs, Reducing greenhouse gas emissions, Improving air quality, Reducing maintenance and operational costs, Improving water quality, Reducing raw materials consumption, Increasing the process overall efficiency, Including renewable energy sources.

Question 6, linked to question 4, went further in depth into options to increase the implementation of the recommended measures for SMEs. Several options were presented: Obligations, Incentives, Support to spread the energy efficiency culture (websites, brochures), Active institutional support in terms of training,



workshops, Promotion of standardization (ISO 50001, IPMVP etc.), One stop shops, Quantification of multiple benefits of energy efficiency, Assessment of further opportunities from combining energy efficiency with other savings (raw materials, water), Other options.

Then four questions (7-10) had been prepared to better understand how could an energy efficiency/energy audit support scheme be more effective. Question 7 directly asked “How would you tailor policy schemes for SME in order for them to be more effective?”, with eight possible answers, while question 8 was meant to understand the point of view of the Organisation on the overall support policy framework in the specific Country.

How would you tailor policy schemes for SME in order for them to be more effective?

	Yes	No	Moderately Agree
7.1 The same: energy audit and energy efficiency policies for the whole SME sector	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.2 Considering Energy consumption thresholds only	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.3 Considering sectors only (Industry, Commerce, Transports etc.)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.4 Taking into account both energy consumption thresholds and sectors	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.5 Taking into account only the SME size (number of employees)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.6 Taking into account both the SME size (number of employees) and energy consumptions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.7 Taking into account both the SME size (number of employees) and sectors (Industry, Commerce, Transports etc.)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.8 Taking into account the SME size (number of employees), the sectors and also the energy consumptions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Do you think the overall support policy framework in your country is adequate to support the implementation and conservation of energy efficiency measures recommended in energy audits for SMEs?

Not adequate Completely adequate

0 5

Figure 3: Survey “Organisations”, question 7

Question 9 was prepared to understand if a support measure for energy audits, specially when giving financial support, should include an obligation to implement one or more energy efficiency measures, while question 10 requires the respondent to express a level of agreement in a scale 1-5 on a set of four options: obligations, tax deductions, interest in evaluating the application of energy poverty measures for small family businesses.



Do you think that a support measure for energy audits, specially when giving financial support, should include an obligation to implement one or more energy efficiency measures?

Please express your agreement with the following proposals

	Fully Disagree	Mostly Disagree	Neutral	Mostly Agree	Fully Agree
10.1 Obligations to carry out energy audits for energy-intensive SMEs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.2 Obligations to carry out energy audits and implementing EE measures for energy-intensive SMEs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.3 Tax deductions could be an option to deduct energy audits costs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.4 Interested in evaluating the application of Energy poverty measures for small family businesses	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Figure 4: Survey “Organisations”, question 10

Survey for Enterprises/SMEs

The survey for Enterprises/SMEs started with five questions useful to understand the context of the answer itself:

- the role of the respondent in the enterprise (Owner, Employee, General director, Energy manager, external consultant, Director of department or line manager).
- Number of employees.
- Ownership and internal or external management (Family business managed by a family member, external manager hired on purpose, none of them).
- NACE sector.
- Certified energy system in place (ISO 14001, ISO 50001, both of them, none of them, other systems).

Question number 6 “Has your enterprise ever carried out an energy audit on its facilities”, provided the following set of optional answers when the choice was Yes: because of a law obligation, voluntarily, because of a precondition to access an incentive or fund.

Question number 7 meant to understand the most relevant energy audit barriers for the enterprise among ten possible options with an associated degree of relevance from “No relevance” to “Extremely high relevance”.



Which energy audit barriers are the most relevant for your company?					
	No relevance	Low relevance	Average relevance	High relevance	Extremely high relevance
7.1 Company's limited financial capacity	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.2 Company's limited personnel resources	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.3 Company's limited know-how	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.4 The lack of a position of energy issues manager in SMEs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.5 Company does not consider energy consumption as a relevant cost factor	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.6 Company does not consider energy efficiency as economically feasible	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.7 Company does not want to modernize a running system	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.8 Lack of support mechanisms	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.9 General lack of information about support mechanisms	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.10 Difficulties in finding a good energy auditor/energy service	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Figure 5: Survey “Enterprises/SMEs”, question 7

If no energy audit had been carried out, the respondent was asked to give a motivation choosing among ten possible options with a degree of relevance from “No relevance” to “Extremely high relevance”.

If no energy audit has been carried out, why?					
	No relevance	Low relevance	Average relevance	High relevance	Extremely high relevance
8.1 Company's limited financial capacity	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8.2 Company's limited personnel resources	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8.3 Company's limited know-how	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8.4 The lack of a position of energy issues manager in SMEs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8.5 Company does not consider energy consumption as a relevant cost factor	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8.6 Company does not consider energy efficiency as economically feasible	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8.7 Company does not want to modernize a running system	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8.8 Lack of support mechanisms	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8.9 General lack of information about support mechanisms	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8.10 Did not find a good energy auditor/energy service	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Figure 6: Survey “Enterprises/SMEs”, question 8

Questions 9 and 10 dealt respectively with the propensity of the enterprise to carry out an energy audit, to better understand possible trigger points to be used in future programmes. Question 10 was entirely dedicated to non-energy benefits, with twelve options plus a thirteenth one “Others”.



What would increase the motivation of your enterprise to carry out an energy audit:

	No relevance	Low relevance	Average relevance	High relevance	Extremely high relevance
9.1 Incentives	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
9.2 Obligations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
9.3 Training	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
9.4 Information (website, brochures, apps)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
9.5 Support (dedicated phone numbers, emails, chat with an expert)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Which co-benefits in your opinion can reasonably emerge from energy efficiency implementation measures in SMEs?

	No relevance	Low relevance	Average relevance	High relevance	Extremely high relevance
10.1 Increasing product quality	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.2 Increasing technological competitiveness	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.3 Implementation of innovative solutions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.4 Improving the company's image	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.5 Reducing energy costs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.6 Reducing greenhouse gas emissions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.7 Improving air quality	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.8 Reducing maintenance and operational costs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.9 Improving water quality	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.10 Reducing raw materials consumption	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.11 Increasing the process overall efficiency	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.12 Including renewable energy sources	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.13 Others	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Figure 7: Survey “Enterprises/SMEs”, questions 9 and 10

The last two questions were meant to understand the extent to which SMEs applied for energy audit support schemes and the enterprises opinion on different funding or supporting options to be used in energy audit programmes.

Has your enterprise ever applied for an energy audit support scheme or incentive?

How should a support programme for energy audits be in your opinion?

	No relevance	Low relevance	Average relevance	High relevance	Extremely high relevance
12.1 Simple in terms of procedures to access	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
12.2 In case of incentives, the subsidy should be addressed to the enterprise	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
12.3 In case of incentives, the subsidy should be addressed to the energy auditor directly	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
12.4 For the enterprise, a tax deduction for the energy audit and the implementation of at least one energy efficiency measure could be a suitable option	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Space for open comments for improving the energy audit policies in your country or for adding links to documents, position papers, analysis, policy recommendations. It would be extremely helpful if you could express the comments in English.

Figure 8: Survey “Enterprises/SMEs”, question 12



Section *Organisations*: results and comments

Overview of respondents

On the 231 answers collected from both sections, about 63% comes from the Organisations survey. The largest contribution has come from experts of National Energy Agencies of the nine targeted Countries, representing about one quarter of the overall answers. It is worth noticing that also further National Agencies from Europe answered the survey. The Ministry/Government participation to the survey has been also very strong for the nine partner Agencies. Industry and business associations gave their contribution too with a 12% of answers of the Organisations. In terms of geographical participation, about half of the answers have been sent from the Southern European area. One of the reasons lies in the business structure of one of the Countries from Southern Europe, which absorbs the highest number of enterprises among all partner Countries.

In terms of sectoral contributions, Public institutions lead the rank. This result is in line with the project goal, targeted to support policy makers and policy implementers with 42% of answers. Private Organisations, private associations and Other Organisations (including NGOs) shares are comparable (around 20% per sector). Detailed breakdowns are presented in figures 9, 10, 11.

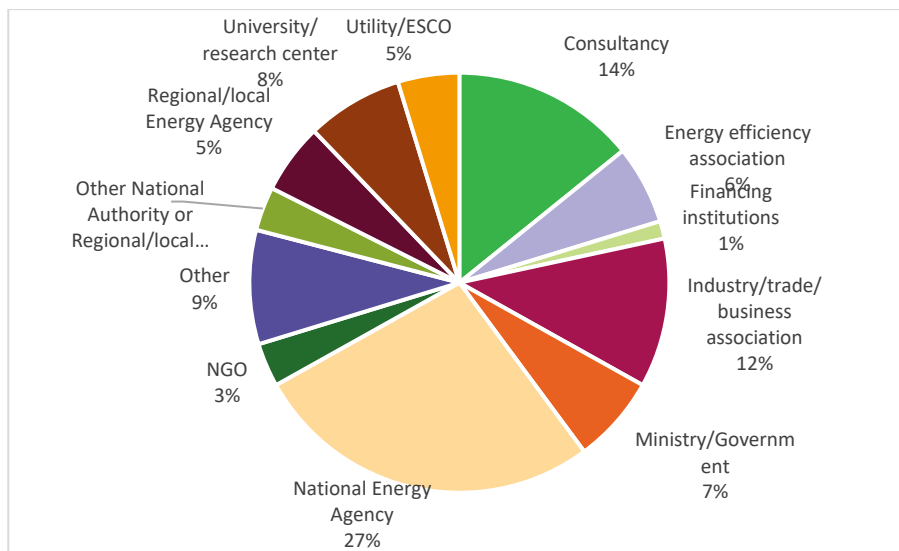


Figure 9: Sectoral share for the Survey "Organisations"



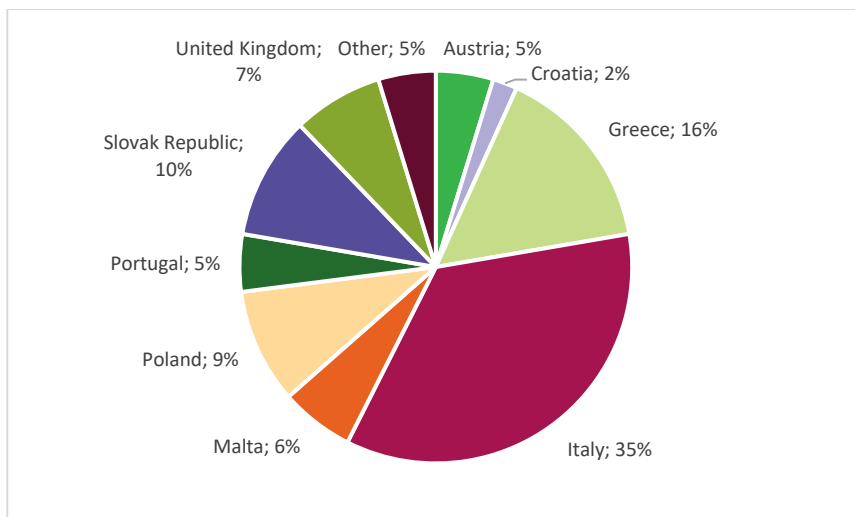


Figure 10: Country share for the Survey "Organisations"

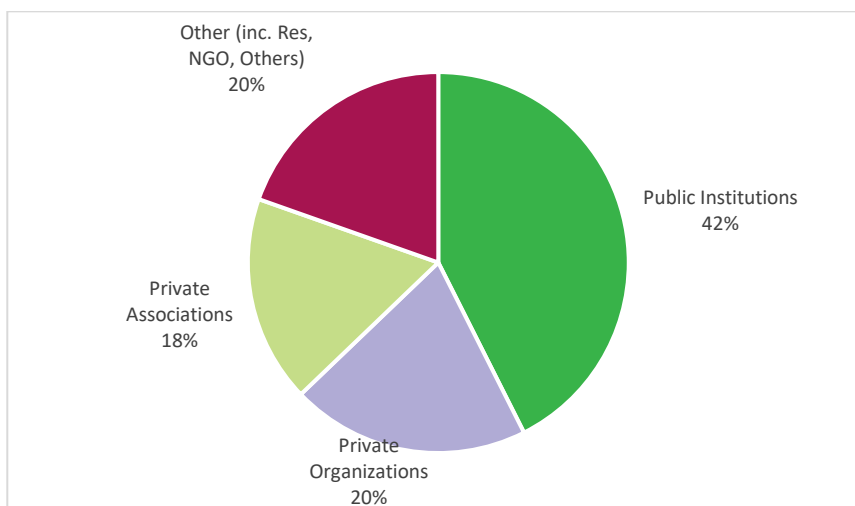


Figure 11: share of aggregated sectors for the Survey "Organisations"

General overview of policies (Q1-Q2)

The first two questions in the survey approaches the opinion about the overview of the energy efficiency policies for SMEs (Figure 12). Specifically, the two questions were

1. General overview of the energy efficiency incentives for SMEs in your country
2. General overview of energy audit policies for SMEs in your countries

The valuation scale spreads from 0 (not adequate) to 5 (completely adequate). The mean response values were 2.3 regarding the energy efficiency incentives for SMEs and 2.2 for energy audit policies for SMEs. Therefore, the general opinion about the policies is similar and insufficiently adequate. Only the answers



from Austria, Malta and Portugal considers that both policies are slightly above 2.5 (sufficiently adequate). In Italy and Croatia only energy efficiency incentives achieve the 2.5 threshold, considering the energy audit policies for SMEs insufficient. In Greece, Poland, Slovak Republic, and UK, both incentives and energy audits policies are considered inadequate (generally the answers were under 2).

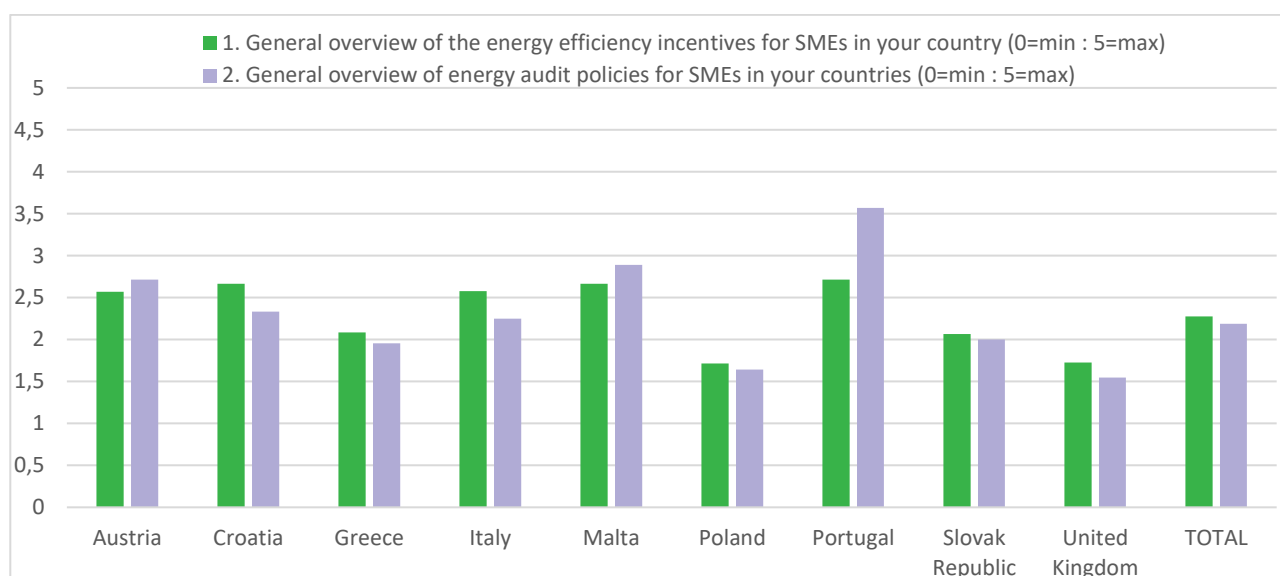


Figure 12 Questions 1. General overview of the energy efficiency incentives for SMEs in your country and 2. General overview of energy audit policies for SMEs in your countries. The range varies from 0 (not adequate) to 5 (completely adequate). Analysis by countries.

A subsequent analysis for typology of the organization reveals that the opinion from public bodies is generally more positive than from private organizations (Figure 13). On the one hand, the private associations present a more negative opinion about energy efficiency incentives for SMEs than the other organizations (2.0 vs. 2.3). On the other hand, the opinion about energy audits policies for SMEs is better in the public organizations (2.3) compared to the other typologies of organizations (2.1). This result could be driven by a better knowledge about the different available schemes for energy audits in SMEs in the public bodies, revealing an information barrier in the promotion of the current schemes.

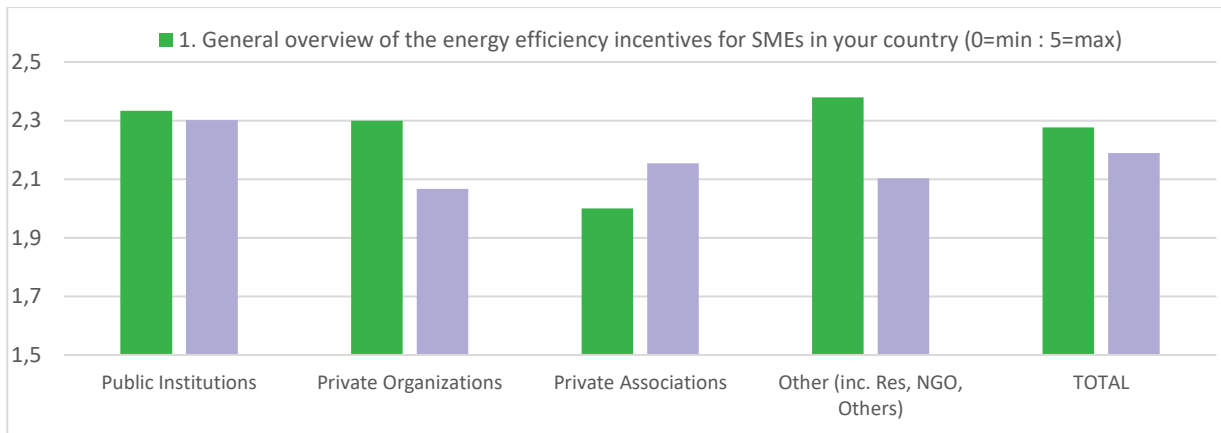


Figure 13 Questions 1. General overview of the energy efficiency incentives for SMEs in your country and 2. General overview of energy audit policies for SMEs in your countries. The range varies from 0 (not adequate) to 5 (completely adequate). Analysis by public and private organizations and for private associations.

A subsequent analysis by disaggregated typology of organization has been carried out (Figure 14). At this level the number of answers by category impacts on the significance of the answers. However, some insights have been observed.

- Public institutions: The overall valuation of energy efficiency incentives is similar for the different categories. However, the opinion about policies for energy audits is sensibly more negative at regional/local level (1.6) than at national level (2.5). This result could reveal a problem in the implementation at local level of national policies, being the local scale crucial to engage SMEs.
- Private organizations: The opinion of consultancy and utility/ESCOs, involved in the implementation of energy efficiency measures and audits is very similar. The opinion of financing institutions is very positive (3.5), however only two answers have been received from this category, hence it will be interesting to develop a subsequent focus on this category.
- Private associations: The opinion of industry/trade/business associations is better than the energy efficiency associations (2.2-2.3 vs. 1.7-1.9). Therefore, the opinion of the associations where the SMEs (and large companies) are involved is better than the associations that help to implement EE measures and audits.
- Other: This section is very heterogeneous; hence it is difficult to extract information. However, the five NGOs that have given their opinion are particularly critic with the policies.

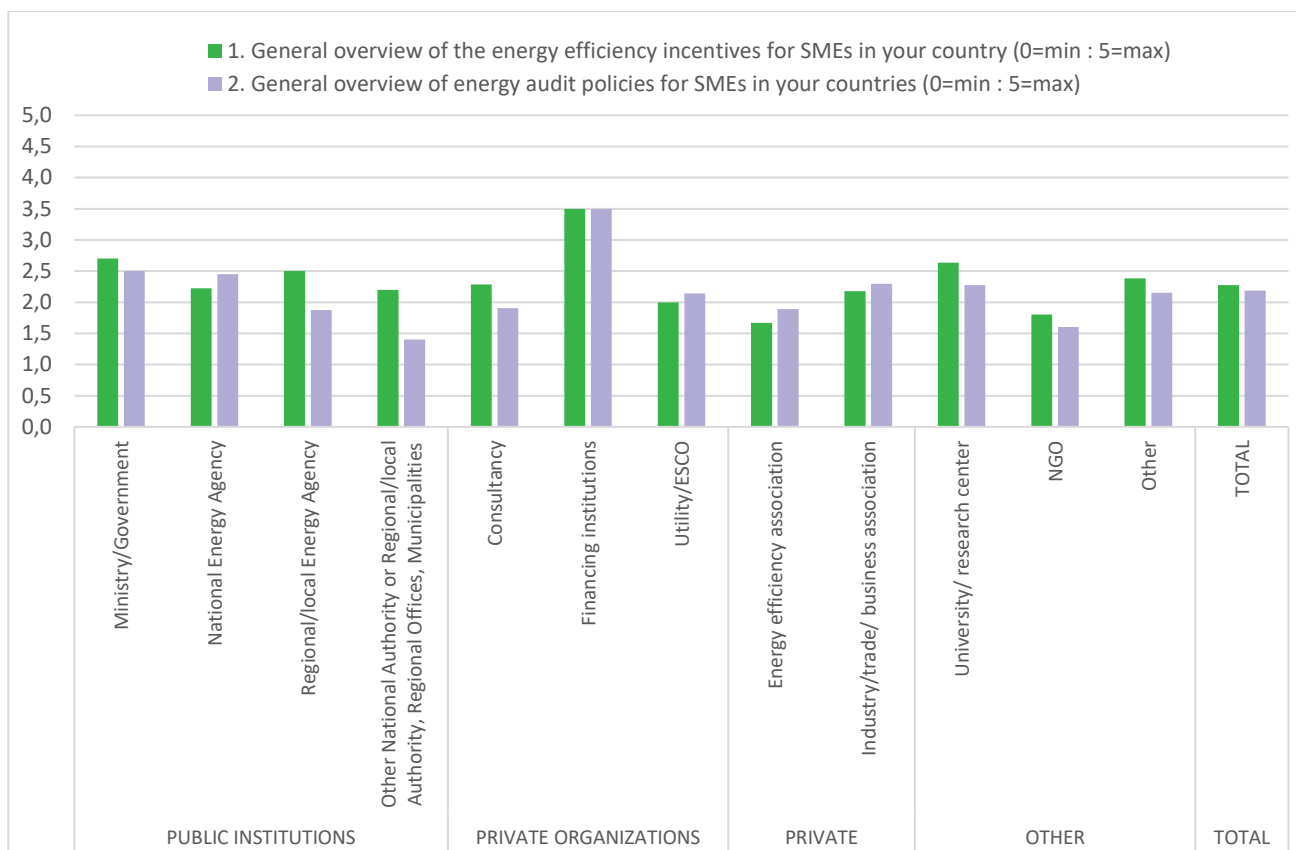


Figure 14 Questions 1. General overview of the energy efficiency incentives for SMEs in your country and 2. General overview of energy audit policies for SMEs in your countries. The range varies from 0 (not adequate) to 5 (completely adequate). Analysis by detailed typology of organization

Energy audit barriers and needs (Q3-Q4)

Question 3. Which energy audit barriers are the most relevant for SMEs

In Figure 15 results for question 3 are shown. The answers obtained show that both internal (SMEs limited know how (3.3) and personnel resources (3.2), financial capacity (3.1), lack of an energy manager (3.4) and human resources to manage the support mechanism (3.10)) and external barriers (lack of support mechanism (3.8) and lack of information about support mechanisms (3.9)) have an impact on the realization of an energy audit. Furthermore, on average, there is mistrust regarding the economic feasibility of energy efficiency and the impact of energy costs on production costs.

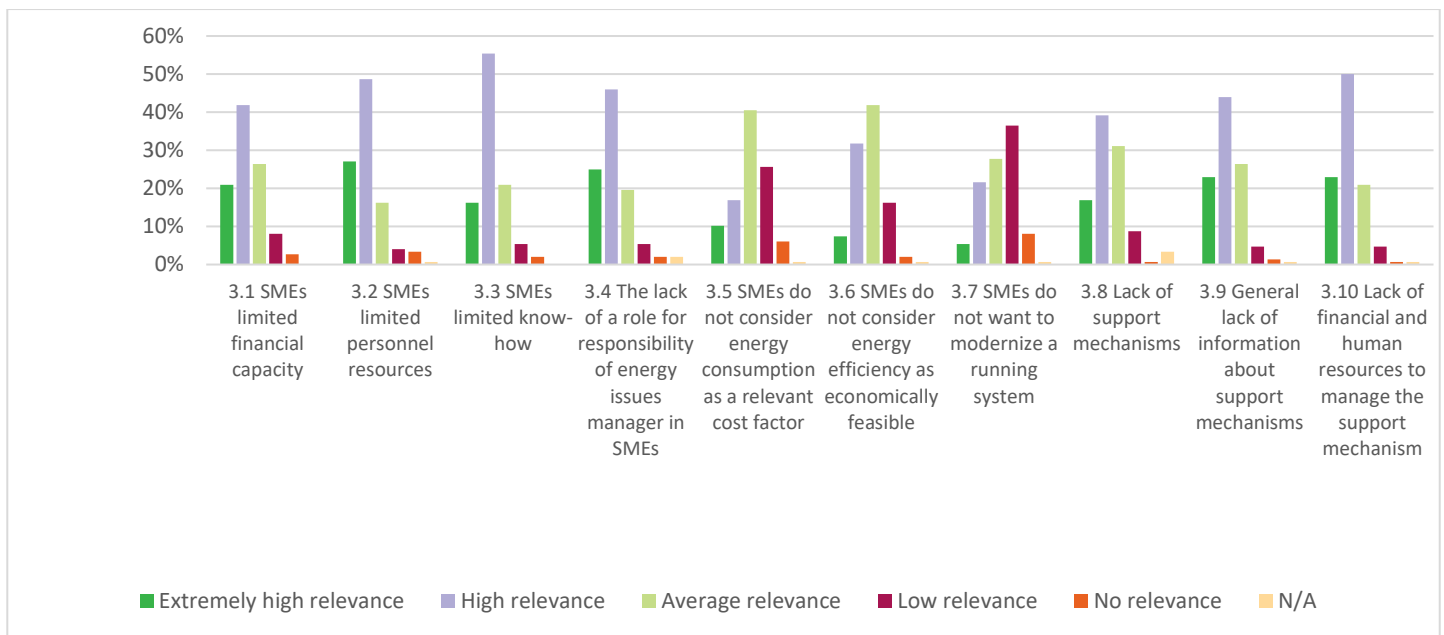


Figure 15 Question 3 Which energy audit barriers are the most relevant for SMEs

Question 4. According to your Organisation experience, which energy audit needs are the most relevant for SMEs?

As shown in Figure 16 about 80% of the organizations interviewed consider incentives as a priority to push SMEs to carry out energy audit and 60% consider the obligation to be fundamental. For public organizations (Figure 17), however, the priorities are not only incentives and obligations but also training and information campaigns. Trade associations also consider information campaigns to be very relevant while private organizations place greater emphasis on incentives, obligations and training.

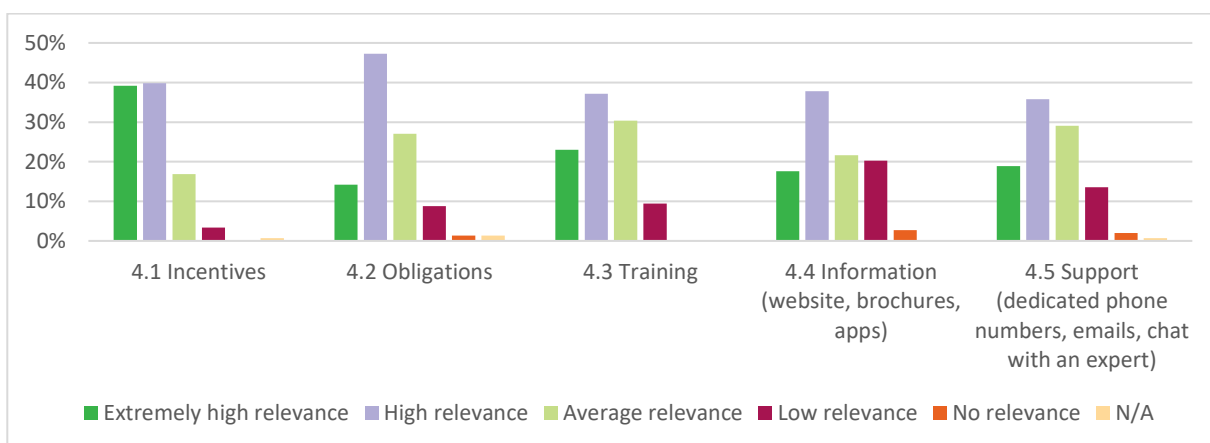


Figure 16 Question 4. According to your Organisation experience, which energy audit needs are the most relevant for SMEs?

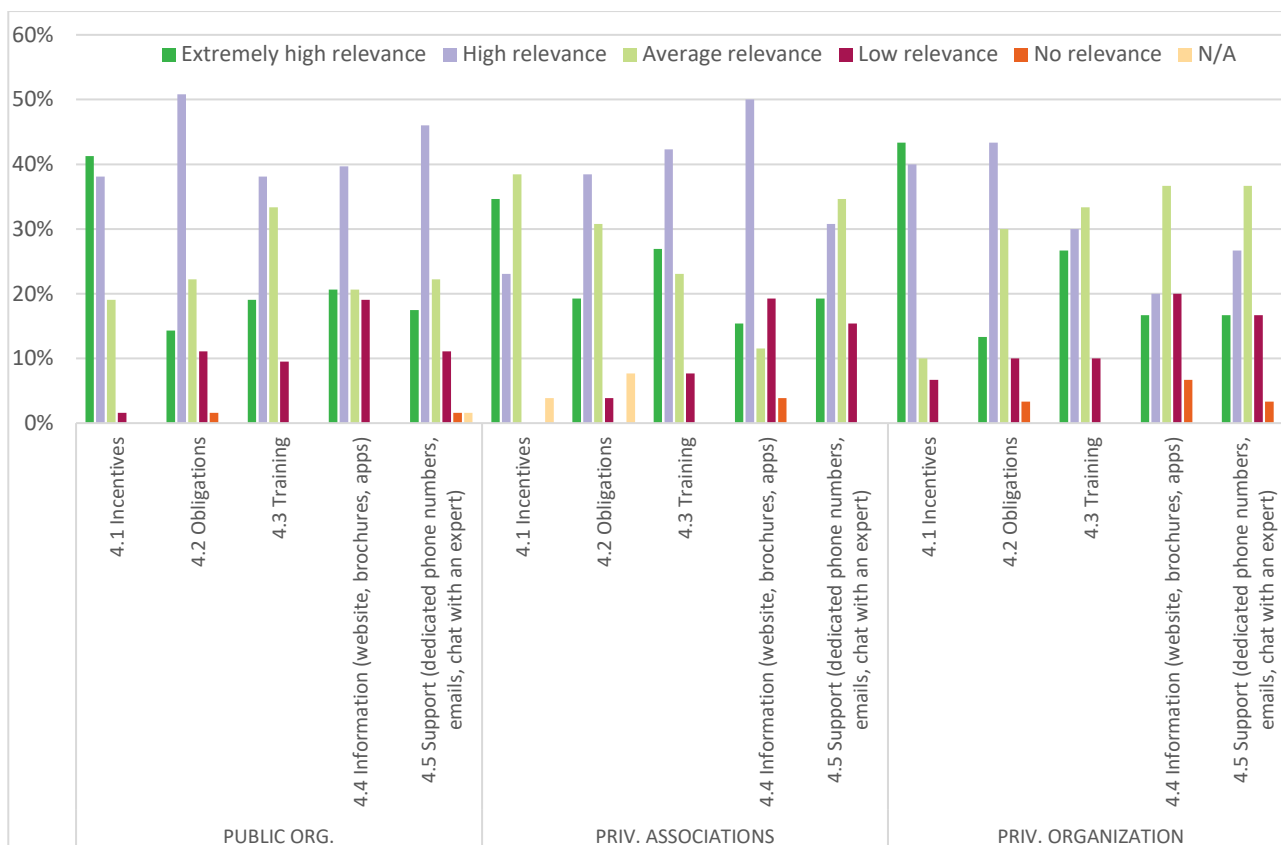


Figure 17 Energy audit needs for public and private organizations and for private associations.

Energy efficiency implementation measures in SMEs (Q5-Q6)

Question 5: Which co-benefits in your opinion can reasonably emerge from energy efficiency implementation measures in SMEs?

The perception of co-benefits is analyzed in Figure 18. The reduction of energy cost and greenhouse gas emissions are considered a priority. However, the answers show that the other factors are also perceived as relevant, in particular the improvement of the efficiency of the production process and technological competitiveness and the reduction of maintenance and operation costs.



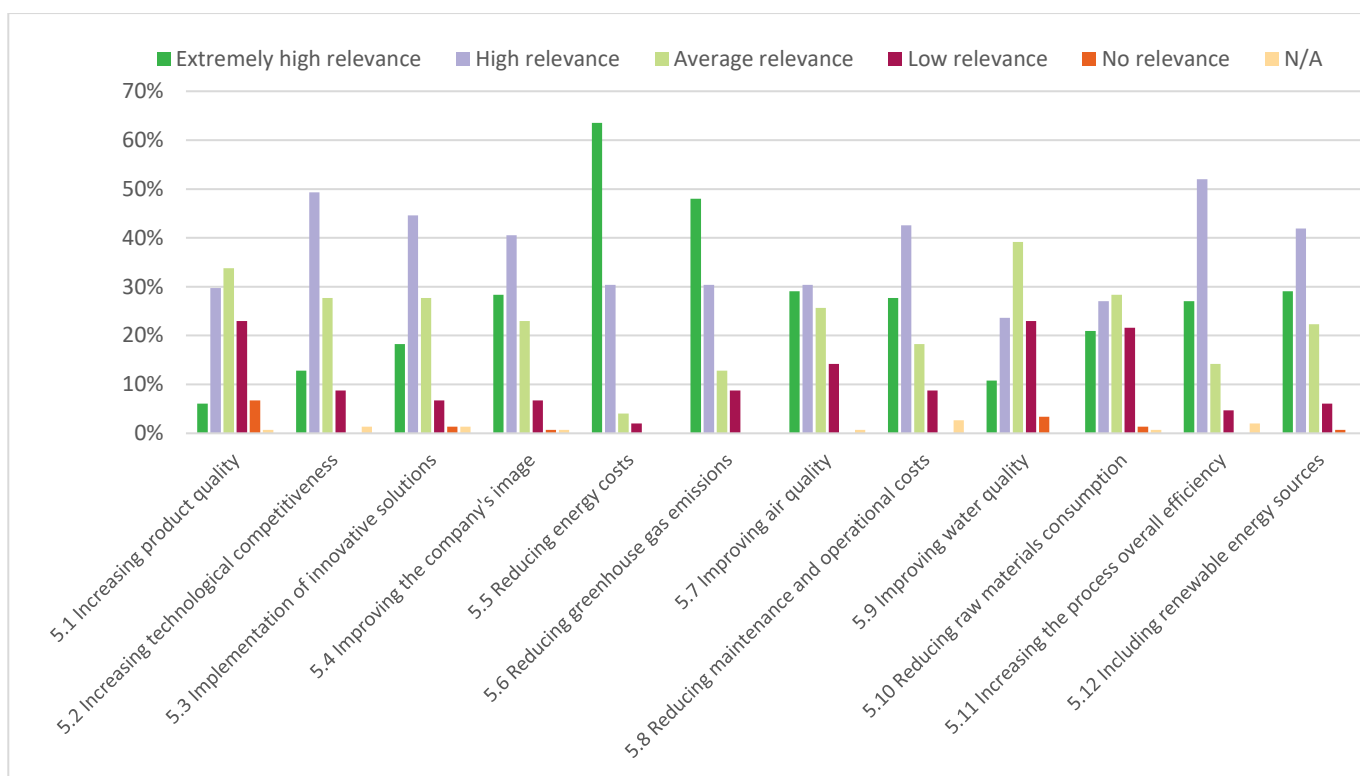


Figure 18 Question 5: Which co-benefits in your opinion can reasonably emerge from energy efficiency implementation measures in SMEs?

Question 6. To increase the implementation of the recommended measures for SMEs do you think it is better to concentrate the efforts on:

Question 6 explores where the efforts to increase the implementation of the recommended measures for SMEs should concentrate on. Answers indicating extremely high and high relevance significantly prevail for three options, namely incentives, quantification of multiple benefits and assessment of further opportunities from combining energy efficiency with other savings (Figure 19). This result highlights the importance of developing ways to adequately evaluate other benefits associated to energy efficiency measures. Options 6.3 (Support to spread the energy efficiency culture) and 6.4 (Active institutional support in terms of training, workshops) show a medium-high relevance, whereas relevance of option 6.6 (One stop shop) is relatively lower. By contrast, the answer indicating average relevance has the highest value for Obligations, and the same is true for low relevance answer, showing this option is not considered a relatively successful approach. Also the option Promotion of standardization (ISO 50001, IPMVP etc.) shows a relatively high share of answers indicating average relevance and low relevance. The answers provided in the section 6.9 “Others” are presented in Appendix C.

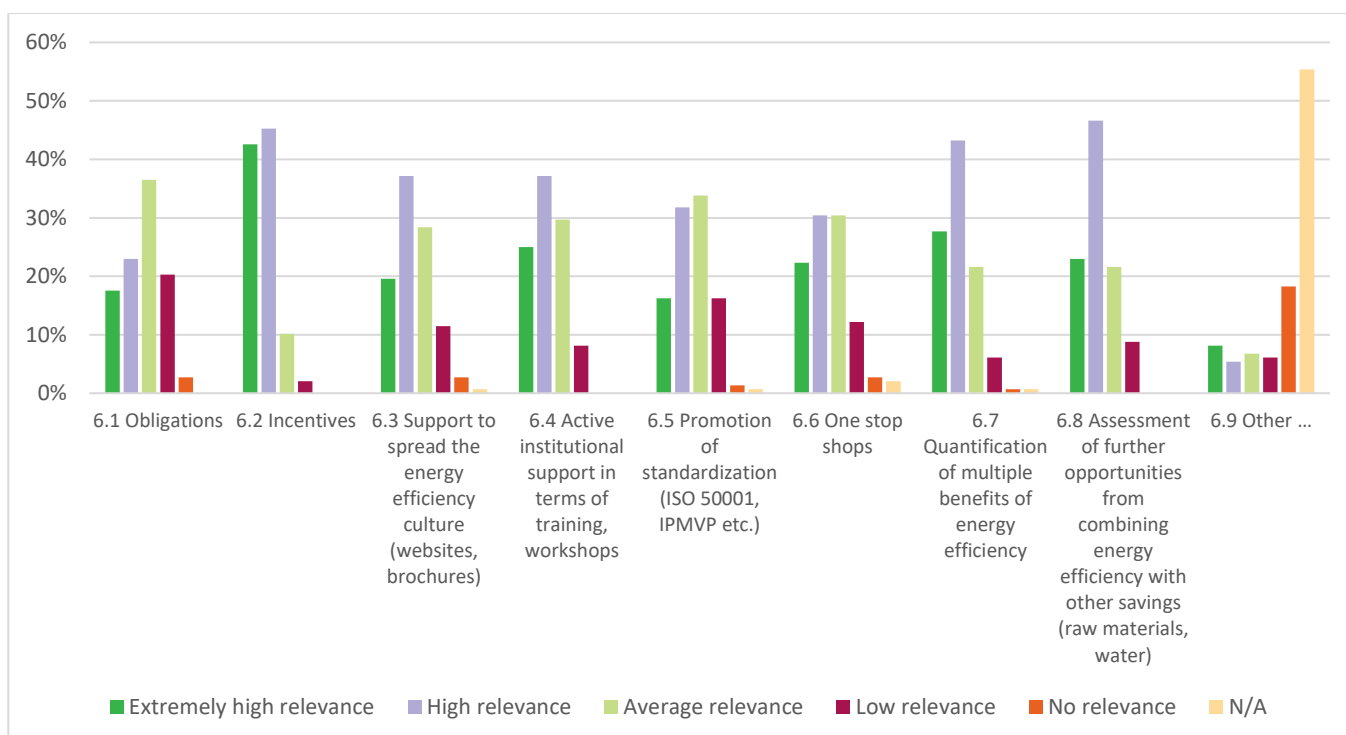


Figure 19 Question 6. To increase the implementation of the recommended measures for SMEs do you think it is better to concentrate the efforts on

Policies for SMEs (Q7-Q10)

Question 7. How would you tailor policy schemes for SME in order for them to be more effective?

Question 7 deals with the tailoring of policy schemes for SMEs in order for them to be more effective. Taking into account not only the SME size but the activity sector and its energy consumption (option 7.8) is the option considered most promising, with more than 60% of positive answers (Figure 20). Taking into account both energy consumption thresholds and sectors is also indicated as a useful approach, with a relatively lower share of positive answers than option 7.8, which are half of the total. The share of answers expressing a moderate agreement is highest for the option 7.2 (Considering Energy consumption thresholds only), and for option 7.1 (Energy audit and energy efficiency policies for the whole SME sector). Taking into account only the SME size is the option considered not effective by the highest share of answers (66% of total answers for this option). To a lower extent, also the options 7.3 (Considering sectors only) and 7.6 (Taking into account both the SME size and energy consumptions) show a high share of negative answers, indicating these options as not very desirable.



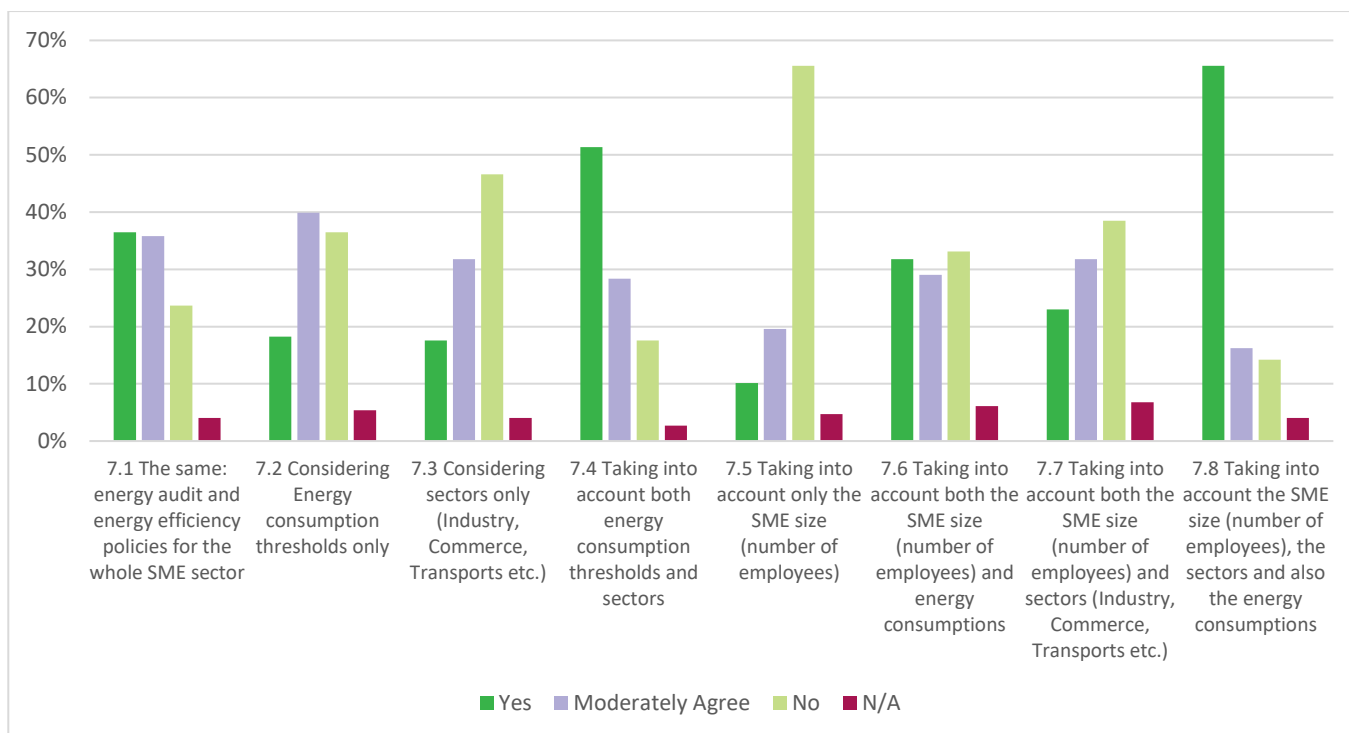


Figure 20 Question 7. How would you tailor policy schemes for SME in order for them to be more effective?

Question 8. Do you think the overall support policy framework in your country is adequate to support the implementation and conservation of energy efficiency measures recommended in energy audits for SMEs?

The general opinion is that the support to the implementation and conservation of energy efficiency measures recommended in energy audits for SMEs is inadequate (slightly lower than 2 in a range from 0 to 5) (Figure 21). The most positive opinion corresponds to Malta (3.6) and the more negative to Poland and UK (1.2). Croatia and Portugal present a sufficiently adequate answer (over 2.5) and the rest of the countries insufficient (between 1.5 and 2.2).

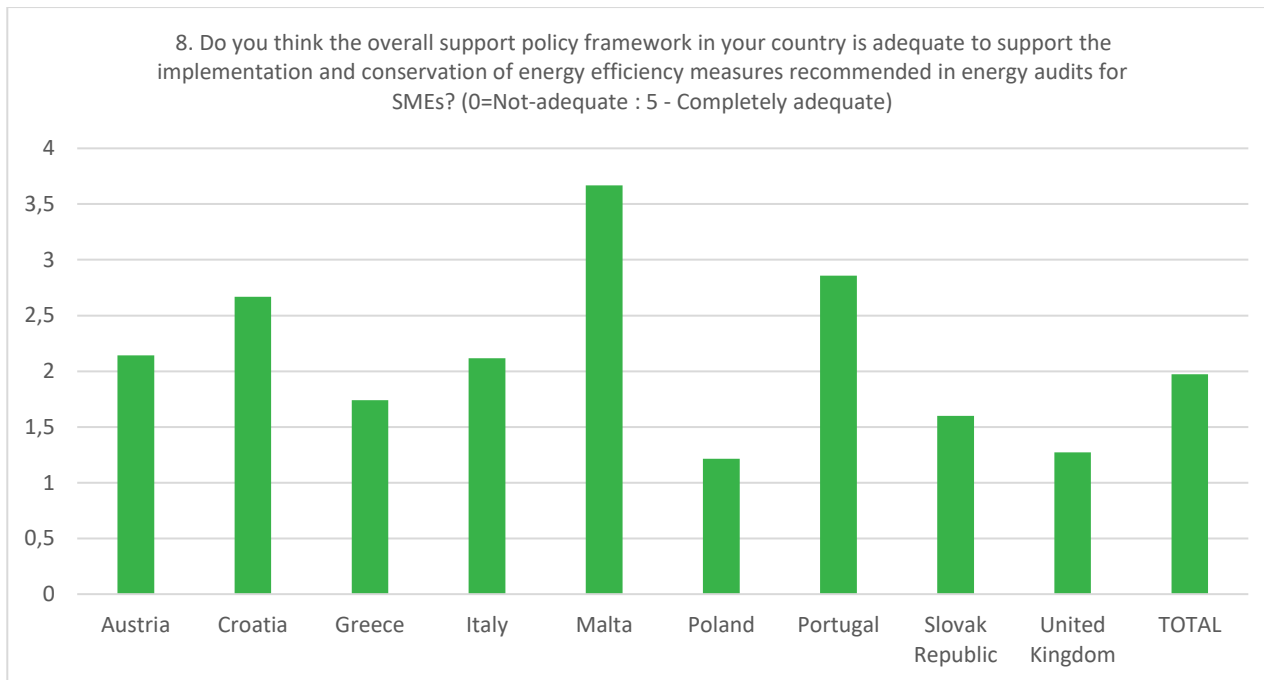


Figure 21 Question 8. Do you think the overall support policy framework in your country is adequate to support the implementation and conservation of energy efficiency measures recommended in energy audits for SMEs? The range varies from 0 (not adequate) to 5 (completely adequate). Analysis by country

The opinion by typology of organization is sensibly more positive in public institutions (2.2) than in private organizations and associations (1.7) (Figure 22). A subsequent analysis by disaggregated typology of organization have been carried out (Figure 23) and present similar results than showed to questions 1 and 2.

- Public institutions: The opinion about the policies support the implementation of recommendations from the energy audits is sensibly more negative at regional/local level (2) than at national level (2.3).
- Private organizations: The opinion of consultancy and utility/ESCOs, involved in the implementation of energy efficiency measures and audits is very similar. The opinion of financing institutions is very positive (3.5), however only two answers have been received from this category.
- Private associations: The opinion of industry/trade/business associations is better than the energy efficiency associations (2 vs. 1.1) Therefore, the opinion of the associations were the SMEs (and large companies) are involved is better than the associations that help to implement EE measures and audits.
- Other: This section is very heterogeneous, but the answers are more positive from research/academy organizations (2.3 vs. 1.7).

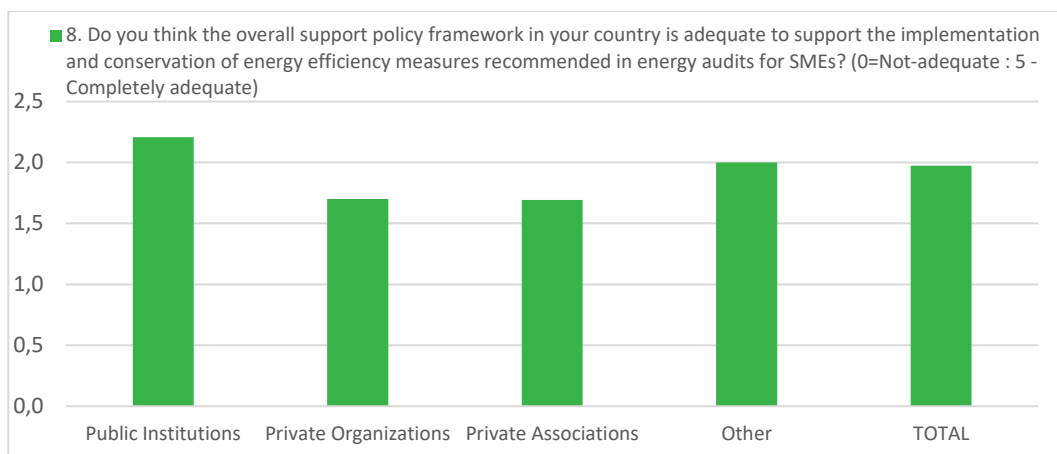


Figure 22 Question 8. Do you think the overall support policy framework in your country is adequate to support the implementation and conservation of energy efficiency measures recommended in energy audits for SMEs? The range varies from 0 (not adequate) to 5 (completely adequate). Analysis by public and private organizations and for private associations.

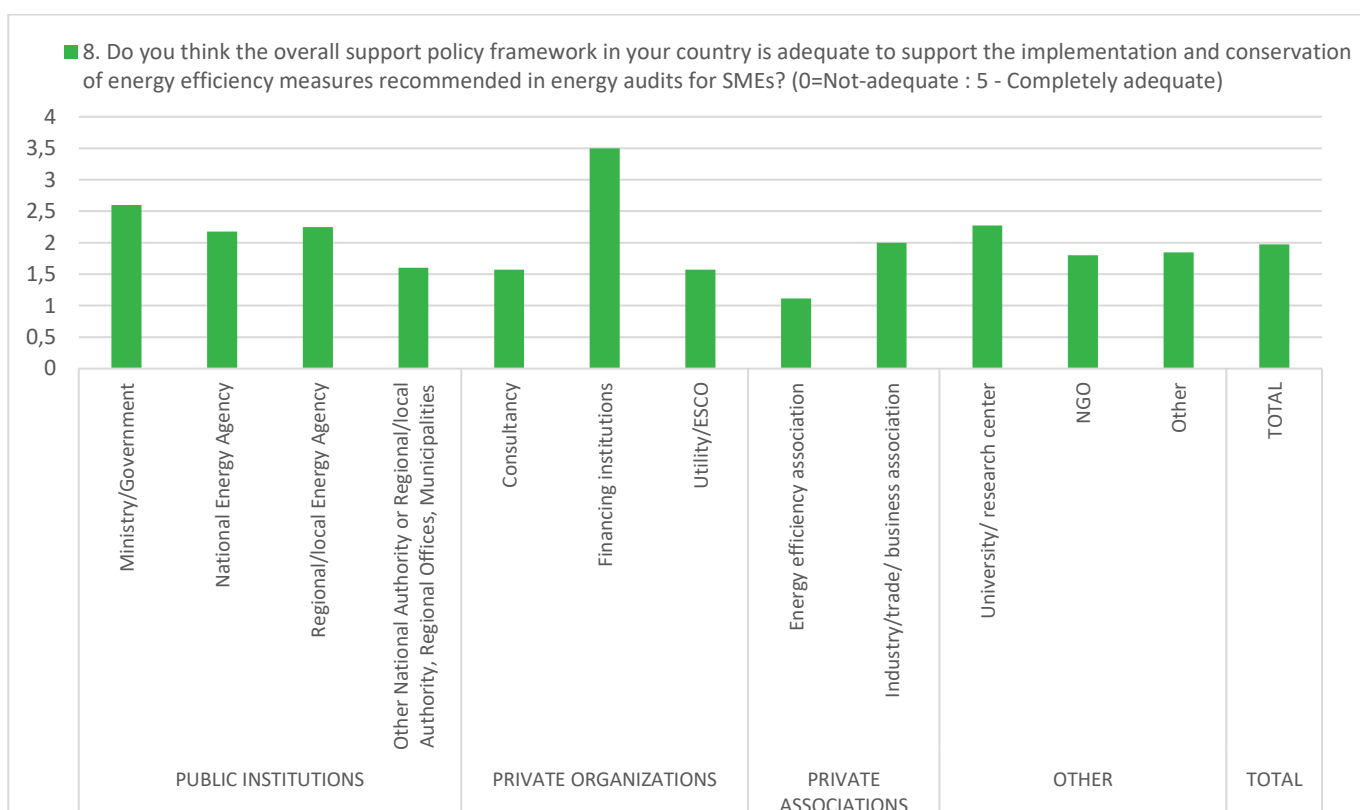


Figure 23 Question 8. Do you think the overall support policy framework in your country is adequate to support the implementation and conservation of energy efficiency measures recommended in energy audits for SMEs? The range varies from 0 (not adequate) to 5 (completely adequate). Analysis by detailed typology of organization

Question 9. Do you think that a support measure for energy audits, especially when giving financial support, should include an obligation to implement one or more energy efficiency measures?



The main opinion regarding this question is positive (80%) (Figure 24). Therefore, the SMEs that are supported to develop an energy audit should implement at least one of the measures identified in the audit. However, the 42% consider that the implementation should be mandatory only when the company (or the auditor) has been financially supported. The rest of 38% considers that the obligation should be bind with the audit, independently of the kind of support. The 13% of the answer consider that the energy audit must not be linked to the implementation of measures. Probably, the reason of this answer is linked to the fact that direct benefits of the energy audit (information, energy management, decision support, etc.) compensates the cost of the energy audit in the SMEs.

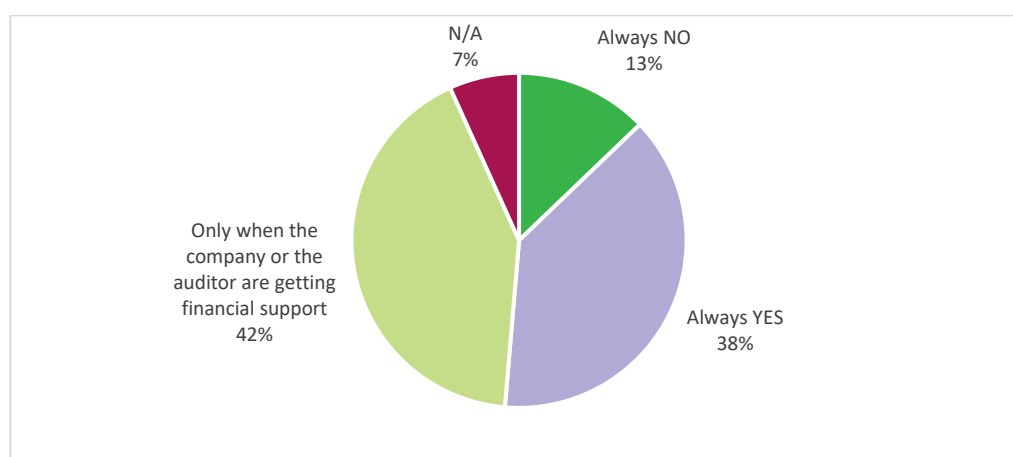


Figure 24 Question 9. Do you think that a support measure for energy audits, especially when giving financial support, should include an obligation to implement one or more energy efficiency measures?

A subsequent analysis by typology of organization confirms the opinion that energy audits should be accompanied by the implementation of energy efficiency measures. However, the share of answers that considers that the implementation must be mandatory only if the audit is financially supported varies from 58% for the private associations, to 43% for private organizations and 33% for public institutions (Figure 25).



Figure 25 Question 9. Do you think that a support measure for energy audits, especially when giving financial support, should include an obligation to implement one or more energy efficiency measures? Analysis by public and private organizations and for private associations.

Question 10. Please express your agreement with the following proposals:

Question 10 asks to express the agreements on a set of proposals. The option proposing obligations to carry out energy audits for energy-intensive SMEs has a high share of answers which mostly and fully agree, higher than 80% of the total (Figure 26). Also for options 10.2 (Obligations to carry out energy audits and implementing EE measures for energy-intensive SMEs) and 10.3 (Tax deductions could be an option to deduct energy audits costs) the share of answers which mostly and fully agree is significant, higher than 70%, with a higher share of fully agree answer for option 10.3 than option 10.2. Option 10.4 (Interested in evaluating the application of Energy poverty measures for small family businesses) has a high share of answers expressing neutrality but, although the focus on energy poverty measures is relatively unexplored, a relevant share of answers which mostly agree is also observed.

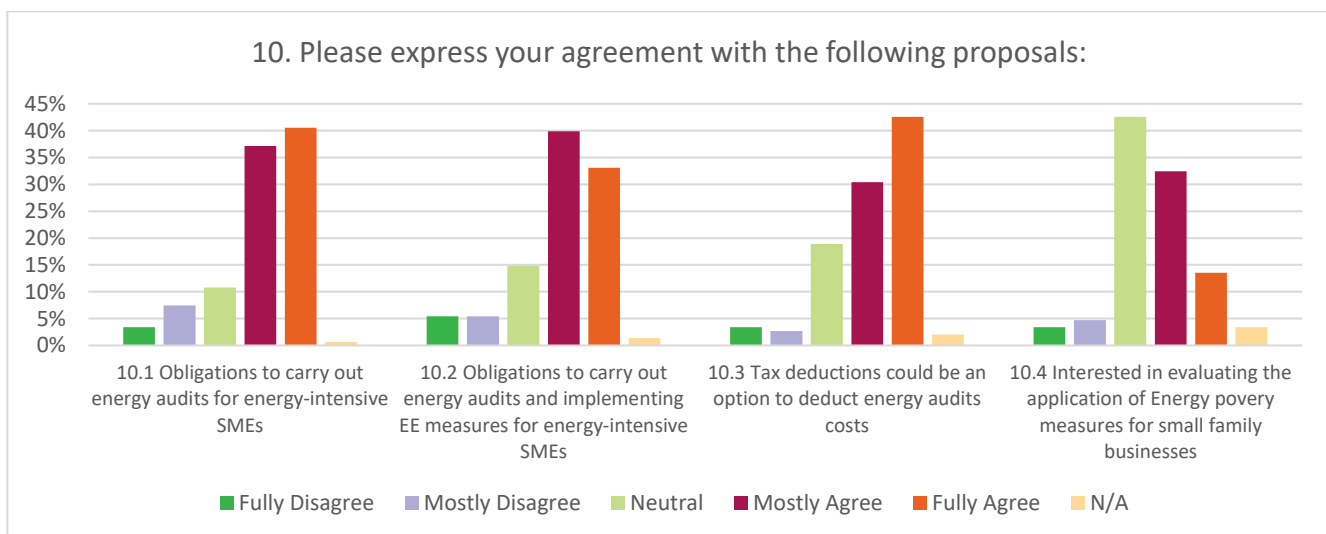


Figure 26 Question 10. Please express your agreement with the following proposals [list of proposals follows, 10.1 to 10.4 in figure]



Section *Enterprises/SMEs*: results and comments

From the SME survey, aimed to get insights from the companies in a qualitative and not statistical manner, 83 answers have been received and analysed. 16 % of respondents had implemented an environmental and/or energy management system according to ISO standards, 18% had implemented “other” standards or procedures such as EMAS or ISO 9001, while the majority (68%) had no certified standard or system in place.

Question “Which energy audit barriers are the most relevant for your company”?

A company's limited financial capacity is the main limiting factor for carrying out energy audits in micro and small enterprises. According to the respondents of medium-sized enterprises, on the other hand, this is not such an important factor - in most cases is considered to influence the decision at a medium level.

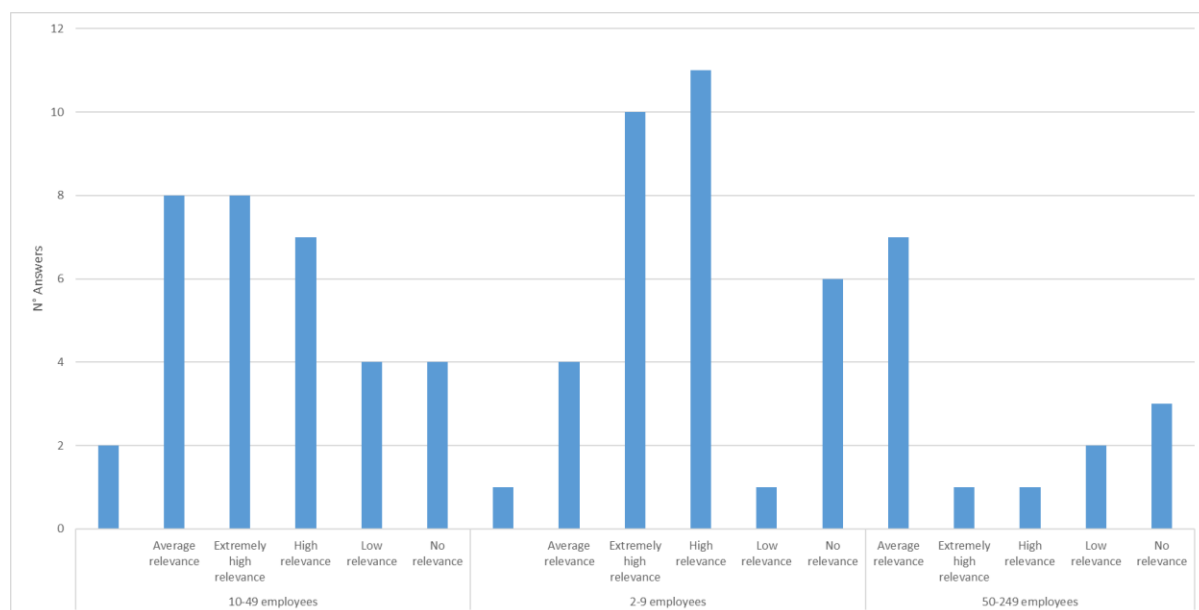


Figure 27 Question 7.1 Energy audit barriers: Company's limited financial capacity

The company's limited personnel resources is a very important factor for each category of companies surveyed. What is interesting, it is also a very important factor for medium-sized enterprises.

The respondents' answers regarding the Company's limited know-how do not give a clear result. In the case of micro and small companies there is the same proportion of answers that it is an extremely high



barrier as well as that it is not a barrier at all. In the case of medium-sized all answers are evenly distributed. The lack of a position of energy issues manager in the case of micro and small companies there is the same proportion of answers that it is an extremely high barrier as well as that it is not a barrier at all. For medium-sized enterprises this barrier is mostly of no, low or average importance.

According to the answers, regardless of the size of the company, respondents appear to be not aware of the importance of energy consumption as relevant cost factor. The most frequent answer for the barrier *company does not consider energy efficiency as economically feasible* was no relevance for micro and medium-sized companies, and for small companies there were the most "no relevance" answers on a par with "low relevance".

For most micro and small companies this barrier has no or low relevance and for medium sized companies in most cases the relevance is low or average. In the case of micro companies the lack of support mechanism is not considered as having a significant relevance for conducting the audit. This may indicate low awareness and not sufficient knowledge of existing support mechanisms what has been confirmed by the responses in question 7.9 where the lack of information on support mechanisms is indicated by majority as being of high and extremely high importance.

About the difficulties in finding a good energy auditor/energy service, it is interest noticing that in general this factor appears not to be perceived as a barrier to conducting an audit, as shown in Figure 28, Figure 29 and Figure 30.

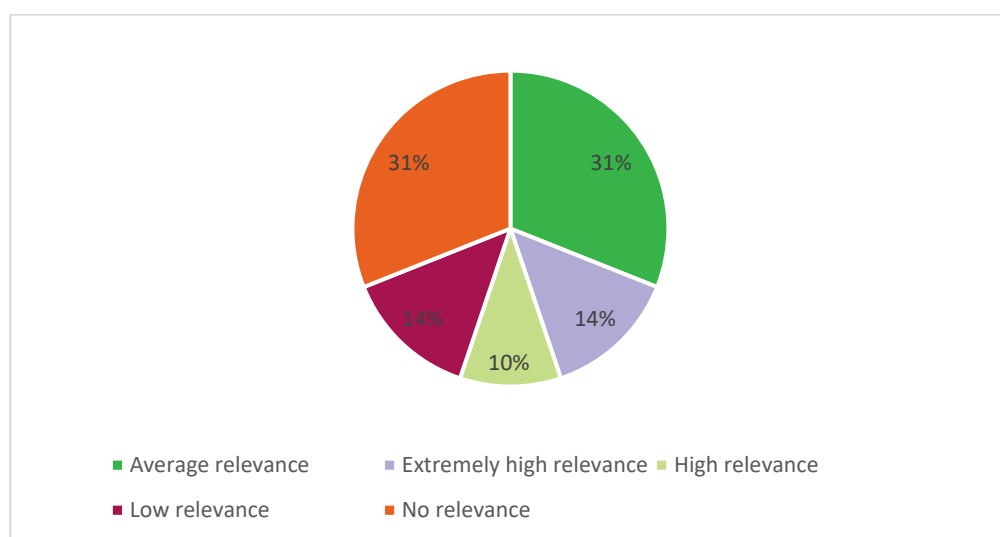


Figure 28: difficulties in finding a good energy auditor/service for (10-49 employees)

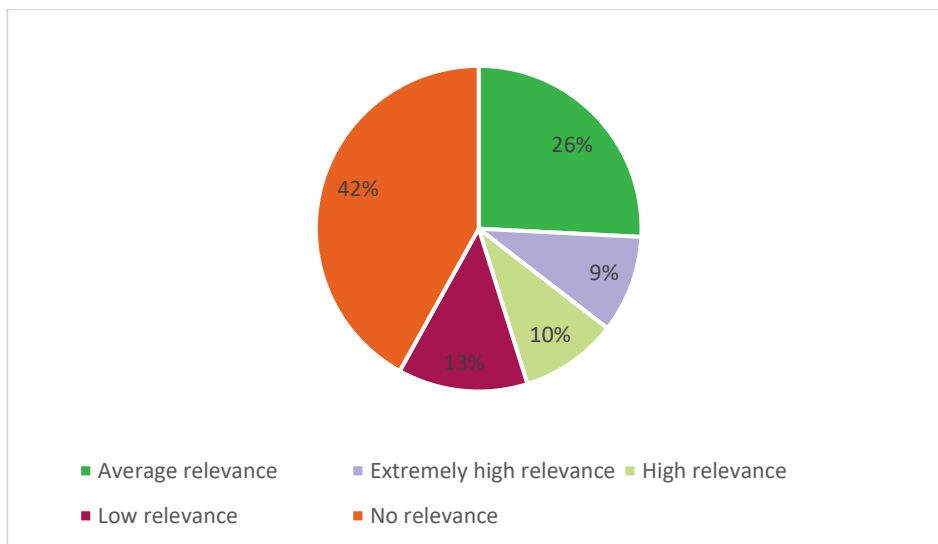


Figure 29: difficulties in finding a good energy auditor/service (2-9 employees)

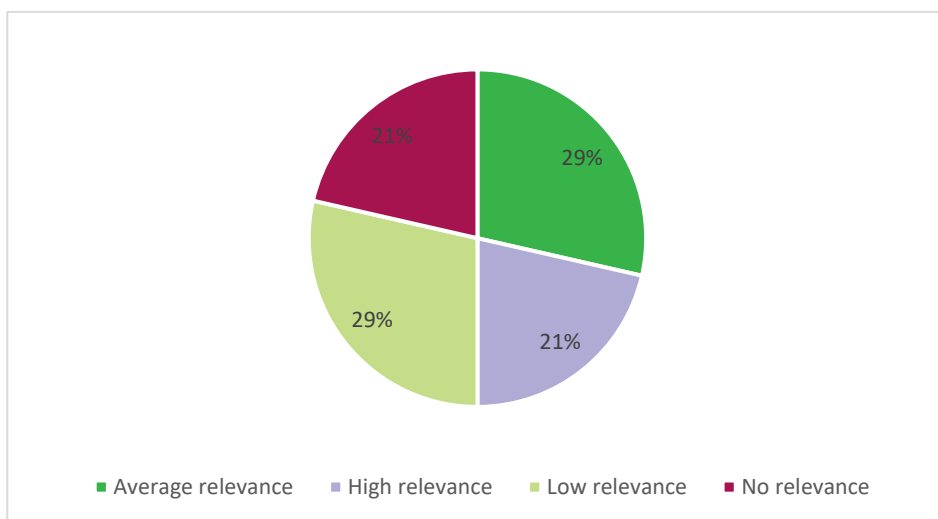


Figure 30: difficulties in finding a good energy auditor/energy service (50-249 employees)

Question “If no energy audit has been carried out, why”?

In general for those companies that did not carry out energy audits, the important reasons were limited financial capacity (shown in Figure 31 and Figure 32 referred to SMEs with 2-9 and 10-49 employees), limited personnel resources and lack of support mechanisms or general lack of information on support schemes. On the other hand, recognition of energy consumption as relevant cost factor, recognition of energy efficiency as economically feasible and the need for modernisation of the running system were indicated as not influencing the decision not to carry out an energy audit. Finding a good energy auditor clearly appears to be not a relevant factor.

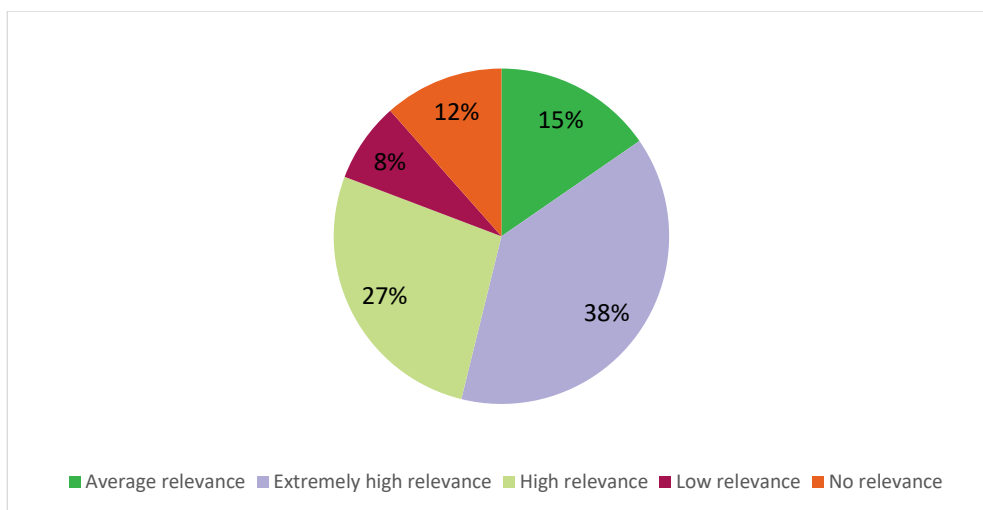


Figure 31: Company's limited financial capacity (2-9 employees)

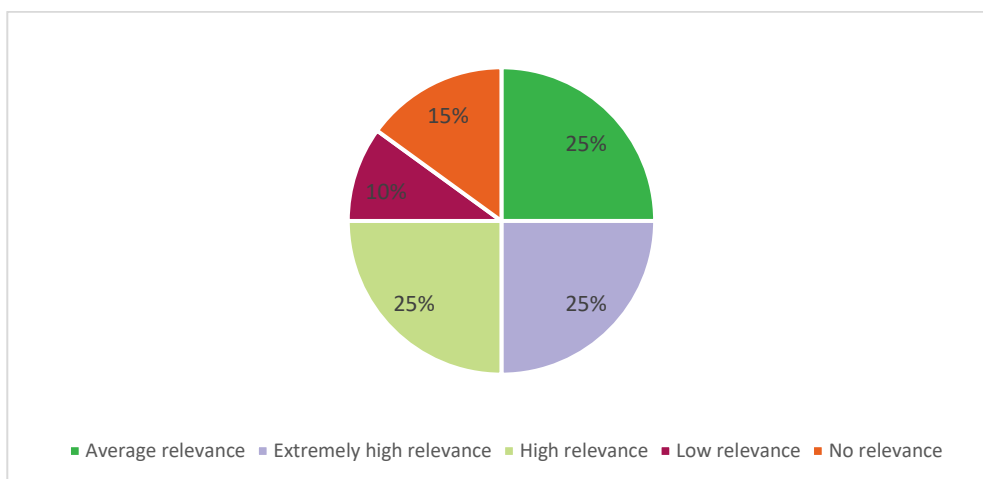


Figure 32: Company's limited financial capacity (10-49 employees)

Question “What would increase the motivation of your enterprise to carry out an energy audit”?”

Of all the factors motivating companies to implement an energy audit, incentives have the greatest relevance. In this case, respondents from all SMEs categories answered similarly. The other factors that respondents were asked about are not perceived to be as important.

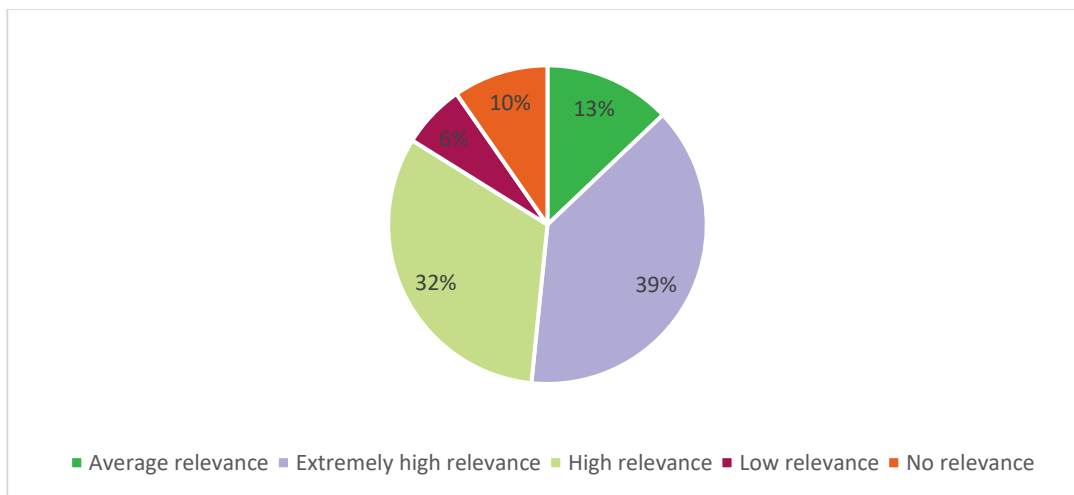


Figure 33: Incentives (10-49 employees)

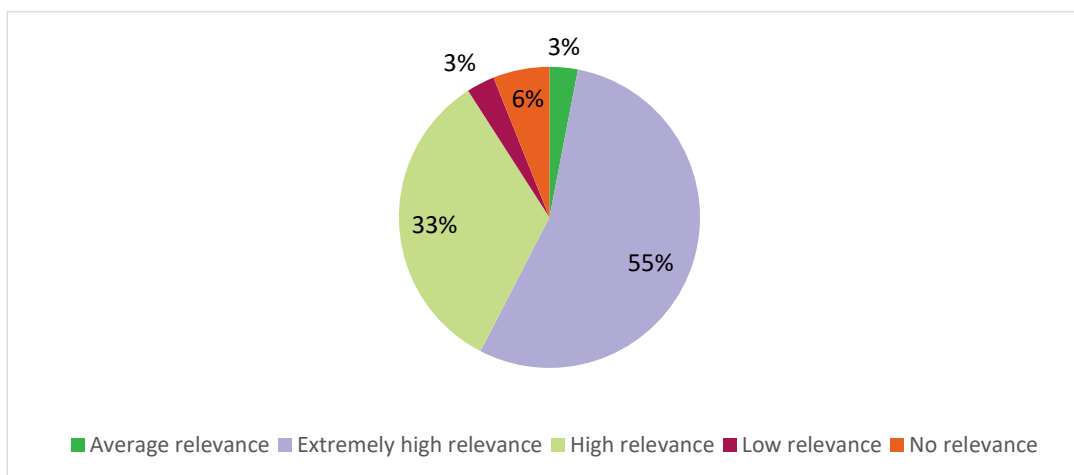


Figure 34: Incentives (2-9 employees)

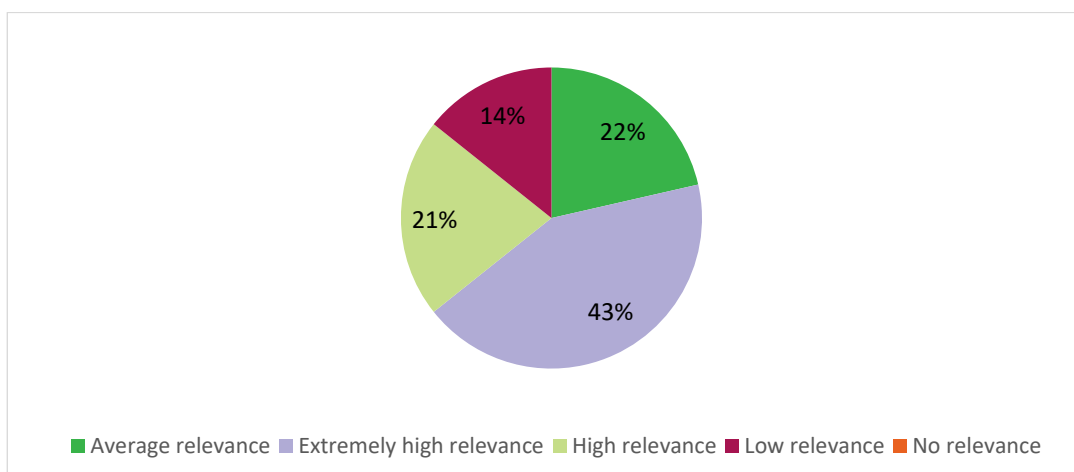


Figure 35: Incentives (50-249 employees)

Question “Which co-benefits in your opinion can reasonably emerge from energy efficiency implementation measures in SMEs”?

The first three co-benefits such as increasing product quality, increasing technological competitiveness, and implementation of innovative solution are seen as clearly having a high correlation with the results from energy efficiency implementation measures. An even more clearly perceived benefit is improving the company's image as a result of energy efficiency implementation measures (Figure 36, Figure 37, Figure 38).

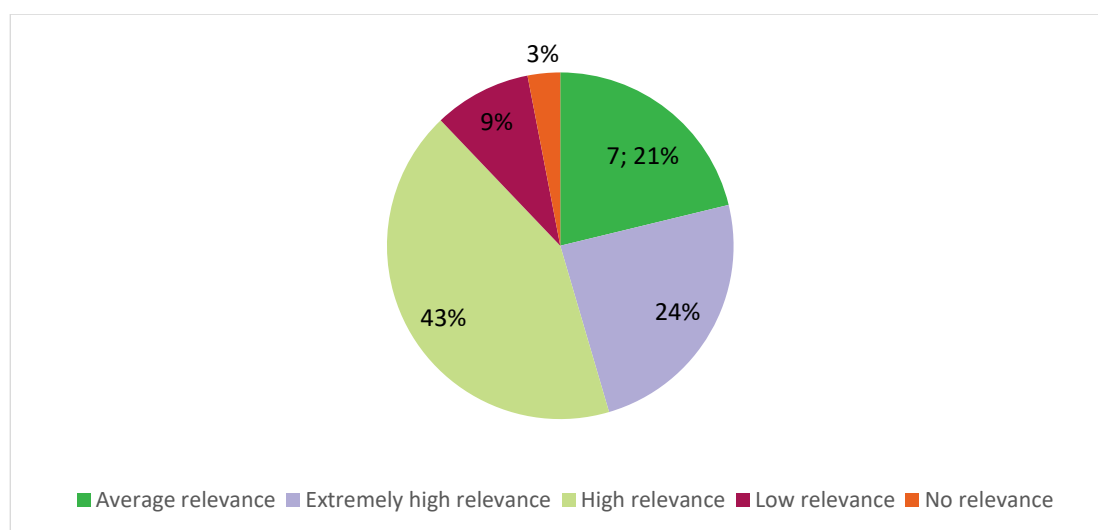


Figure 36: Improving the company's image (2-9 employees)

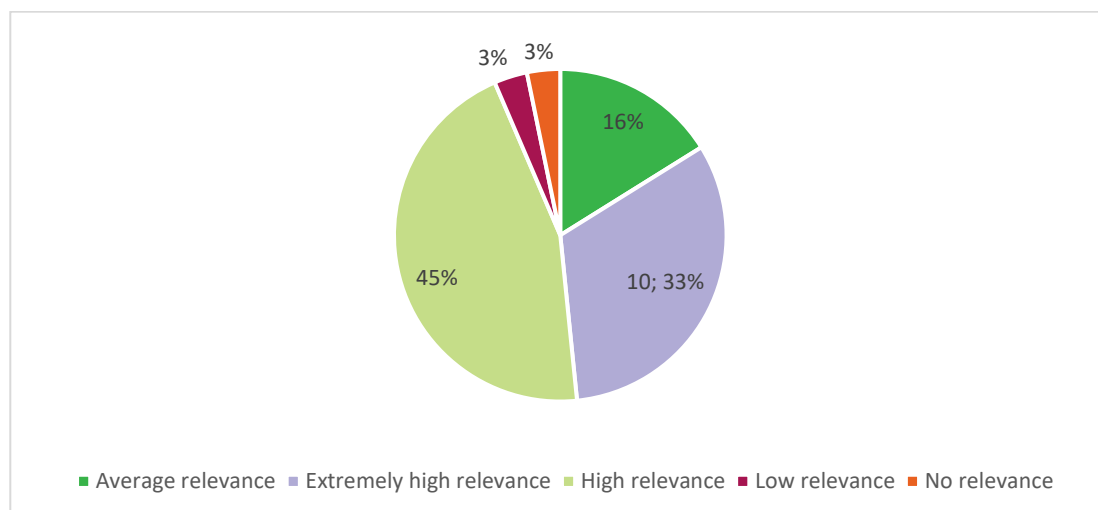


Figure 37: Improving the company's image (0-49 employees)

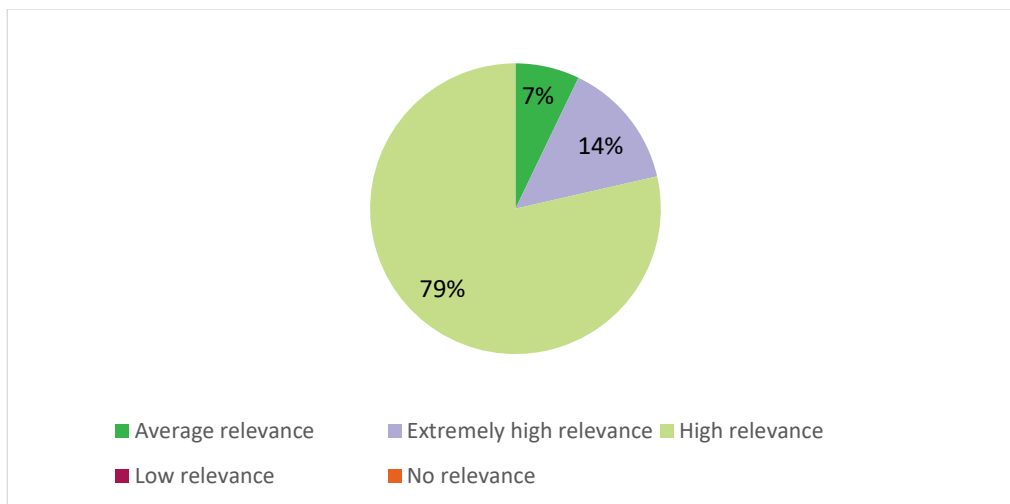


Figure 38: Improving the company's image (50-249 employees)

The dominant benefit/co-benefit from energy efficiency implementation measures is reducing energy costs. The lower share of this factor in respondents' answers is still in micro companies, which may, however, be due to lower awareness of the impact of such measures on reducing energy costs. By contrast, reducing greenhouse gas emissions and improving air quality are perceived unanimously by respondents from all categories as the main results of the implementation of energy efficiency measures.

Question “How should a support programme for energy audits be in your opinion”?

According to the respondents' answers, the support scheme for energy audits should be simple in terms of access procedures and aimed at the company rather than directly at the energy auditor. Respondents also believe that a tax deduction for an energy audit and the implementation of at least one energy efficiency measure is an appropriate option.

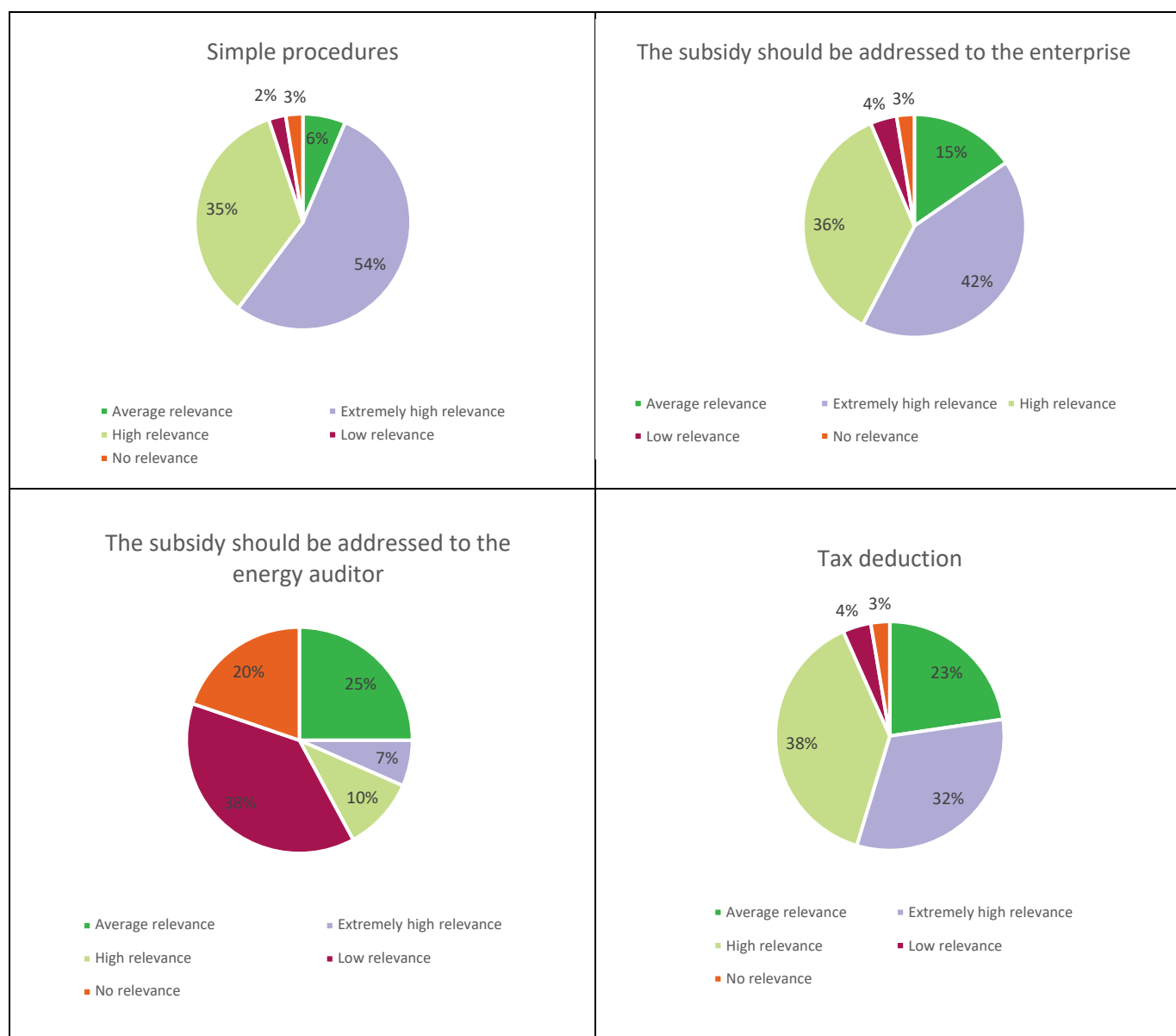


Figure 39: Answers to the question “How should a support programme for energy audits be in your opinion”?

Conclusions and next steps

The survey tool allowed the Consortium to analyse in depth the opinions of relevant stakeholders at national level and its results have been studied at different levels of detail. The main conclusions that can be drawn from the analysis of the answers obtained are described below. A substantial number of stakeholder participated in this initiative, providing an overview of the main barriers, needs and trigger points useful for all of the next project activities. From the Organisations survey, 148 answers have been received covering all countries of the LEAP4SME project, with a good balance between public (42%) and private answers (40%, associations and organizations).

The general opinion is that both energy efficiency incentives and energy audit policies for SMEs appear to be insufficiently adequate. The opinion of the status of energy efficiency incentives and (particularly) of energy audit policies for SMEs is also more negative from private than from public organizations. The opinion about policies for energy audits is sensibly more negative at regional/local level than at national level. This result could reveal a problem in the implementation at local level of national policies, being the local scale crucial to engage SMEs. Both internal and external barriers have an impact on the realization of an energy audit. On the one hand, the most relevant internal barriers are related with the lack of human and financial resources. On the other hand, the lack of support mechanisms and the information about the mechanisms are the most relevant external barriers. In order to get over these barriers most incentives and the evaluation of focused obligations to carry out the energy audits also in SMEs should be considered. Overcoming the information barriers is also considered very important for public institutions and trade associations. The most important benefits and co-benefits of the energy efficiency implementation measures in SMEs appear to be the reduction of energy cost, the reduction of greenhouse gas emissions, the improvement of the efficiency of the production process, the reduction of maintenance and operation costs and the increase of technological competitiveness. Two thirds of the answers fully agree with the fact that policies for SMEs must be tailored considering not only the SME size but the activity sector and its energy consumption. Most of the 80% of the responses consider that the SMEs that are supported to develop an energy audit should implement at least one of the measures identified in the audit. However, more than a half of these answers consider that the implementation should be mandatory only when the company (or the auditor) has been financially supported.

From the SME survey, aimed to get insights from the companies in a qualitative and not in a statistical manner, 83 answers have been received. Analysing the answers, we get that the lack of human resources is perceived as the main barrier for implementing energy audits in the SMEs. The financial issues are critical only to micro (1 to 9 employees) enterprises. The respondents appear to be not aware of the importance of energy consumption as the relevant cost factor and they consider that the lack of information about the mechanisms available is very important. Additionally, they also consider that it is relatively easy



to find good energy auditor/energy services. The SMEs that have not carried out energy audits consider that the main reasons were limited financial capacity, limited personnel resources and lack of support mechanisms or general lack of information on support schemes. The support schemes for energy audits should be simple in terms of access procedures and firstly adopted internally at the company rather than directly contracted to an energy auditor. Respondents also believe that a tax deduction for an energy audit and the implementation of at least one energy efficiency measure is an appropriate option.

The survey(s) links will be kept active also beyond the completion of the present task to collect further opinions at Country levels and re-examine under WP4 the updated results.



Appendix A

LEAP4SME project: Assessment of Energy Audits and Efficiency policy barriers and needs in SMEs – Survey for Organizations

Fields marked with * are mandatory.

[Language selection – nine languages available]

Assessment of Energy Audits and Efficiency policy barriers and needs in SMEs – Survey for Organizations

* General Information [Name, Surname, Organisation, Role in the Organisation]

* Type of organization

- ☐ Ministry/Government
- ☐ National Energy Agency
- ☐ Other National Authority or Regional/local Authority, Regional Offices, Municipalities
- ☐ Industry/trade/ business association
- ☐ Energy efficiency association
- ☐ Environmental association
- ☐ Consultancy
- ☐ University/ research center
- ☐ Financing institutions
- ☐ Regional/local Energy Agency
- ☐ Utility/ESCO
- ☐ NGO
- ☐ Other

Please define your type of organization []

* Country



- ☐ Austria
- ☐ Belgium
- ☐ Bulgaria
- ☐ Croatia
- ☐ Cyprus
- ☐ Czechia
- ☐ Denmark
- ☐ Estonia
- ☐ Finland
- ☐ France
- ☐ Germany
- ☐ Greece
- ☐ Hungary
- ☐ Ireland
- ☐ Italy
- ☐ Latvia
- ☐ Lithuania
- ☐ Luxembourg
- ☐ Malta
- ☐ Netherlands
- ☐ Poland
- ☐ Portugal
- ☐ Romania
- ☐ Slovak Republic
- ☐ Slovenia
- ☐ Spain
- ☐ Sweden
- ☐ United Kingdom
- ☐ Other

Please identify other country

*Email []

☐ I have read and accept this information clause. The personal and survey data will be stored and processed by the LEAP4SME Consortium for the purposes of the project set out in Grant Agreement number 893924. The data will be kept for the duration of the project and processed in an aggregate manner and their modification and cancellation will be possible at any time by writing to media@leap4sme.eu



☐ I agree to the processing of personal data for the purpose by LEAP4SME project (<https://leap4sme.eu/>)

* I agree to receive updates from LEAP4SME and the LEAP4SME newsletter

☐ Yes

☐ No

Energy Efficiency in SMEs

1. General overview of the energy efficiency incentives for SMEs in your country

2. General overview of energy audit policies for SMEs in your countries

3. Which energy audit barriers are the most relevant for SMEs?

	No relevance	Low relevance	Average relevance	High relevance	Extremely high relevance
3.1 SMEs limited financial capacity	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3.2 SMEs limited personnel resources	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3.3 SMEs limited know-how	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3.4 The lack of a role for responsibility of energy issues manager in SMEs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>



3.5 SMEs do not consider energy consumption as a relevant cost factor	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3.6 SMEs do not consider energy efficiency as economically feasible	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3.7 SMEs do not want to modernize a running system	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3.8 Lack of support mechanisms	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3.9 General lack of information about support mechanisms	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3.10 Lack of financial and human resources to manage the support mechanism	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

4. According to your Organisation experience, which energy audit needs are the most relevant for SMEs?

	No relevance	Low relevance	Average relevance	High relevance	Extremely high relevance
4.1 Incentives	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
4.2 Qualified auditors	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
4.3 Training	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
4.4 Information (website, brochures, apps)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
4.5 Support (dedicated phone numbers, emails, chat with an expert)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

5. Which co-benefits in your opinion can reasonably emerge from energy efficiency implementation measures in SMEs?



	No relevance	Low relevance	Average relevance	High relevance	Extremely high relevance
5.1 Increasing product quality	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
5.2 Increasing technological competitiveness	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
5.3 Implementation of innovative solutions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
5.4 Improving the company's image	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
5.5 Reducing energy costs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
5.6 Reducing greenhouse gas emissions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
5.7 Improving air quality	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
5.8 Reducing maintenance and operational costs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
5.9 Improving water quality	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
5.10 Reducing raw materials consumption	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
5.11 Increasing the process overall efficiency	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
5.12 Including renewable energy sources	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

6. To increase the implementation of the recommended measures for SMEs do you think it is better to concentrate the efforts on:



	No relevance	Low relevance	Average relevance	High relevance	Extremely high relevance
6.1 Obligations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
6.2 Incentives	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
6.3 Support to spread the energy efficiency culture (websites, brochures)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
6.4 Active institutional support in terms of training, workshops	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
6.5 Promotion of standardization (ISO 50001, IPMVP etc.)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
6.6 One stop shops	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
6.7 Quantification of multiple benefits of energy efficiency	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
6.8 Assessment of further opportunities from combining energy efficiency with other savings (raw materials, water)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
6.9 Other ...	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Please explain other fields where efforts should be concentrated

7. How would you tailor policy schemes for SME in order for them to be more effective?



	Yes	No	Moderately Agree
7.1 The same: energy audit and energy efficiency policies for the whole SME sector	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.2 Considering Energy consumption thresholds only	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.3 Considering sectors only (Industry, Commerce, Transports etc.)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.4 Taking into account both energy consumption thresholds and sectors	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.5 Taking into account only the SME size (number of employees)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.6 Taking into account both the SME size (number of employees) and energy consumptions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.7 Taking into account both the SME size (number of employees) and sectors (Industry, Commerce, Transports etc.)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.8 Taking into account the SME size (number of employees), the sectors and also the energy consumptions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

8. Do you think the overall support policy framework in your country is adequate to support the implementation and conservation of energy efficiency measures recommended in energy audits for SMEs?

9. Do you think that a support measure for energy audits, specially when giving financial support, should include an obligation to implement one or more energy efficiency measures?

- ☐ Always YES
- ☐ Always NO
- ☐ Only when the company or the auditor are getting financial support

10. Please express your agreement with the following proposals



	Fully Disagree	Mostly Disagree	Neutral	Mostly Agree	Fully Agree
10.1 Obligations to carry out energy audits for energy-intensive SMEs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.2 Obligations to carry out energy audits and implementing EE measures for energy-intensive SMEs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.3 Tax deductions could be an option to deduct energy audits costs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.4 Interested in evaluating the application of Energy poverty measures for small family businesses	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Space for open comments for improving the energy audit policies in your country or for adding links to documents, position papers, analysis, policy recommendations. Kindly express the comments in English.

This project has received funding from the European Union's Horizon 2020 Research and Innovation Programme under grant agreement No 893924.



Funded by the Horizon 2020
Framework Programme of the
European Union



This project has received funding from the European Union's
Horizon 2020 Research and Innovation Programme under grant
agreement No 893924.

Appendix B

LEAP4SME Project: Assessment of Energy Audits and Efficiency policy barriers and needs in SMEs – Survey for Enterprises

Fields marked with * are mandatory.

[Language selection – nine languages available]

Assessment of Energy Audits and Efficiency policy barriers and needs in SMEs – Survey for Enterprises

General data

	Please fill the box
Name	
Surname	
Company	

*Type of enterprise

- ☐ Small and Medium Enterprise - Autonomous
- ☐ Small and Medium Enterprise - Partner
- ☐ Small and Medium Enterprise - Linked
- ☐ Small and Medium Enterprise
- ☐ Large Enterprise
- ☐ Public Enterprise
- ☐ Other

Please define your type of enterprise

*Country



- ☐ Austria
- ☐ Belgium
- ☐ Bulgaria
- ☐ Croatia
- ☐ Cyprus
- ☐ Czechia
- ☐ Denmark
- ☐ Estonia
- ☐ Finland
- ☐ France
- ☐ Germany
- ☐ Greece
- ☐ Hungary
- ☐ Ireland
- ☐ Italy
- ☐ Latvia
- ☐ Lithuania
- ☐ Luxembourg
- ☐ Malta
- ☐ Netherlands
- ☐ Poland
- ☐ Portugal
- ☐ Romania
- ☐ Slovak Republic
- ☐ Slovenia
- ☐ Spain
- ☐ Sweden
- ☐ United Kingdom
- ☐ Other

Please identify other country: []

* I have read and accept this information clause. The personal and survey data will be stored and processed by the LEAP4SME Consortium for the purposes of the project set out in Grant Agreement number 893924. The data will be kept for the duration of the project and processed in an aggregate manner and their modification and cancellation will be possible at any time by writing to media@leap4sme.eu

* Email []

* ☐ I agree to the processing of personal data for the purpose by LEAP4SME project (<https://leap4sme.eu/>)

* I agree to receive updates from LEAP4SME and the LEAP4SME newsletter (YES/NO)

- ☐ Yes
- ☐ No



Economic information of the company

1. Your role in the enterprise

- ☐ 1.1 Owner
- ☐ 1.2 Employee
- ☐ 1.3 General Director
- ☐ 1.4 Energy manager
- ☐ 1.5 External consultant
- ☐ 1.6 Director or manager of a Department/division

2. Number of employees

- ☐ 2-9 employees
- ☐ 10-49 employees
- ☐ 50-249 employees

3. Is your business owned and managed by family?

- ☐ 3.1 Owned and managed by a family member
- ☐ 3.2 Owned by a family and managed by an external CEO/Manager
- ☐ 3.3 Neither owned or managed by a family

4. In which sector your company is operating (NACE code)?

- ☐ A - Agriculture, forestry and fishing
- ☐ B - Mining and quarrying
- ☐ C - Manufacturing
- ☐ D - Electricity, gas, steam and air conditioning supply
- ☐ E - Water supply; sewerage; waste management and remediation activities
- ☐ F - Construction
- ☐ G - Wholesale and retail trade; repair of motor vehicles and motorcycles
- ☐ H - Transporting and storage
- ☐ I - Accommodation and food service activities
- ☐ J - Information and communication
- ☐ K - Financial and insurance activities
- ☐ L - Real estate activities
- ☐ M - Professional, scientific and technical activities
- ☐ N - Administrative and support service activities
- ☐ O - Public administration and defence; compulsory social security
- ☐ P - Education
- ☐ Q - Human health and social work activities
- ☐ R - Arts, entertainment and recreation
- ☐ S - Other services activities



T - Activities of households as employers; undifferentiated goods - and services - producing activities of households for own use

☐ U - Activities of extraterritorial organisations and bodies

5. Does your company have a certified management system?

- ☐ 5.1 Yes, ISO 50001
- ☐ 5.2 Yes, ISO 14001
- ☐ 5.3 Yes, both ISO 50001 and ISO 14001
- ☐ 5.4 Other (EMAS, ISO 9001)
- ☐ 5.5 No

6. Has your enterprise ever carried out an energy audit on its facilities?

- ☐ 6.1 Yes, because of law obligation
- ☐ 6.2 Yes, because of precondition to access an incentive
- ☐ 6.3 Yes, voluntarily
- ☐ 6.4 No

Energy Efficiency in the company

7. Which energy audit barriers are the most relevant for your company?



	No relevance	Low relevance	Average relevance	High relevance	Extremely high relevance
7.1 Company's limited financial capacity	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.2 Company's limited personnel resources	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.3 Company's limited know-how	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.4 The lack of a position of energy issues manager in SMEs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.5 Company does not consider energy consumption as a relevant cost factor	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.6 Company does not consider energy efficiency as economically feasible	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.7 Company does not want to modernize a running system	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.8 Lack of support mechanisms	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.9 General lack of information about support mechanisms	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7.10 Difficulties in finding a good energy auditor/energy service	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

8. If no energy audit has been carried out, why?



	No relevance	Low relevance	Average relevance	High relevance	Extremely high relevance
8.1 Company's limited financial capacity	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8.2 Company's limited personnel resources	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8.3 Company's limited know-how	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8.4 The lack of a position of energy issues manager in SMEs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8.5 Company does not consider energy consumption as a relevant cost factor	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8.6 Company does not consider energy efficiency as economically feasible	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8.7 Company does not want to modernize a running system	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8.8 Lack of support mechanisms	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8.9 General lack of information about support mechanisms	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8.10 Did not find a good energy auditor/energy service	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

9. What would increase the motivation of your enterprise to carry out an energy audit:



	No relevance	Low relevance	Average relevance	High relevance	Extremely high relevance
9.1 Incentives	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
9.2 Obligations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
9.3 Training	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
9.4 Information (website, brochures, apps)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
9.5 Support (dedicated phone numbers, emails, chat with an expert)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

10. Which co-benefits in your opinion can reasonably emerge from energy efficiency implementation measures in SMEs?



	No relevance	Low relevance	Average relevance	High relevance	Extremely high relevance
10.1 Increasing product quality	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.2 Increasing technological competitiveness	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.3 Implementation of innovative solutions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.4 Improving the company's image	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.5 Reducing energy costs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.6 Reducing greenhouse gas emissions	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.7 Improving air quality	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.8 Reducing maintenance and operational costs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.9 Improving water quality	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.10 Reducing raw materials consumption	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.11 Increasing the process overall efficiency	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.12 Including renewable energy sources	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10.13 Others	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

If you responded "Others" please specify (if possible in English)

11. Has your enterprise ever applied for an energy audit support scheme or incentive?

- ☐ Yes
☐ No

12. How should a support programme for energy audits be in your opinion?



	No relevance	Low relevance	Average relevance	High relevance	Extremely high relevance
12.1 Simple in terms of procedures to access	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
12.2 In case of incentives, the subsidy should be addressed to the enterprise	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
12.3 In case of incentives, the subsidy should be addressed to the energy auditor directly	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
12.4 For the enterprise, a tax deduction for the energy audit and the implementation of at least one energy efficiency measure could be a suitable option	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Space for open comments for improving the energy audit policies in your country or for adding links to documents, position papers, analysis, policy recommendations. It would be extremely helpful if you could express the comments in English.

This project has received funding from the European Union's Horizon 2020 Research and Innovation Programme under grant agreement No 893924.



Funded by the Horizon 2020
Framework Programme of the
European Union



This project has received funding from the European Union's
Horizon 2020 Research and Innovation Programme under grant
agreement No 893924.

Appendix C

In this appendix are presented the answers to Q6 (6. To increase the implementation of the recommended measures for SMEs do you think it is better to concentrate the efforts on:”) from the survey for organizations specified in the category “Others”:

- Subsidy for energy upgrades in the form of tax incentives. Renewal of KENAK.
- Training and institutional support can be in the form of Energy Efficiency Network
- Dissemination of showcases and experiences of other similar enterprises
- Convincing higher management
- Emphasising the possible good publicity of a company being ecologically virtuous
- Highlight improvement following staff engagement
- Assurance that the measures are low risk
- Trusted local supply-chains and installers
- The promotion of economic feasibility and return on investment.
- Use of ecological solutions - the scope of the carbon footprint, ecological drawn bill, elimination of the export of pollutants, waste, used-non-ecological devices from one (rich) country to a poor country-side.
- Simplify supporting mechanisms and relevant legislation; Supporting mechanisms should be certain and predictable.
- The energy efficiency requirement should be a requirement for accessing other public incentives
- Tax incentives
- Dissemination of Best Practices and Sectoral Guidelines
- Think of a common path in the EU to lead SMEs to self-produce a certain amount of energy, with increasing steps every 5 years for example, and to reduce CO2 emissions (and other greenhouse gases). Forcing SMEs to have an EGE consultant or employee or energy auditor, who identifies a path of diagnosis, efficiency and monitoring that leads to progressive measurable results. In this process, also include the choice of raw materials, encouraging the use of recycled materials or from low-impact supply chains.
- Increase costs of energy and CO2
- Sustainability
- Support of relevant market services development - like ESCO or EPC, in order to encourage wide range of actors towards offering such services dedicated to the SME-scale and adequately individualised
- More stable Italian regulatory framework
- Involvement of high level management. Involvement of funding bodies.
- Finding networks and channels to reach SMEs through people they trust